

# *The* NATIONAL UNDERWRITER

## TRAVELERS TRIPLE PROTECTION



### CAN BE YOUR BEST SELLER...

AND YOU'LL help many families in your community get the greatest amount of Life insurance protection at the lowest possible cost if you tell them about TRAVELERS TRIPLE PROTECTION.

TRIPLE PROTECTION is the unique Life insurance plan that pays three times the face amount of the policy if death occurs within twenty years. It is ideal to help a family pay off the mortgage, to assure that a child will get adequate education, to support a widow when she needs insurance protection most.

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**THE TRAVELERS INSURANCE COMPANY**  
HARTFORD, CONNECTICUT

**THURSDAY, JULY 22, 1948**



"Here comes Mr. Logan now, Mom!"

"Thank goodness you're here, Mr. Logan!"

After the fire department leaves, the man you want to see most is your own "Mr. Logan"... your Insurance Agent.

Reade Logan is known all over town for his advice, his helping hand... for being the man who stands between you and loss, when trouble comes.

Take a look at some of our friend Reade's "briefcase histories".

▼ The fire at the Madison's caused enough insurance to take care of valuable furnishings as well as itself, thanks to Reade.

▼ The disappearance of Mrs. Williams' diamond engagement ring, fully paid for because of Reade's insistence on additional jewelry insurance to meet higher values.

▼ The auto mishaps, the accidents, the lawsuits that could have meant a serious money loss to so many, without Reade's insurance advice beforehand, his prompt help afterwards.

There's an Agent of one of the North America Companies doing a good job in your neighborhood. Let him tell you how to protect your home. He'll show you, too, the insurance prevention rules that will help you make up the risks you face. See him now — an insurance Agent who stands between the public and loss.

One of the North America Companies' full color advertisements featuring YOU, the Agent, as the man who stands between the public and loss.



HE STANDS BETWEEN YOU AND LOSS!

Your insurance Agent is your protector... working in your interest. He helps you select the right kind of protection... personally handles every detail if you have a loss. Let him advise you.

**FREE!** If you're planning to build or remodel, don't miss North America's free book "Hidden Hazards", an authoritative, 64-page, illustrated book full of know-how for safe home construction. Ask any Agent of North America Companies listed below for your copy.



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Insurance Company of North America • Indemnity Insurance Company of North America • Philadelphia Fire and Marine Insurance Company • The Alliance Insurance Company of Philadelphia



## Kansas Storm to Cost Insurers at Least \$2 Million

**100 M.P.H. Blow Causes  
Upwards of 20,000 Losses—  
Wichita, Hutchinson Hit**

Insurance loss in the widespread wind and hail storm that stretched across a 200 mile or more path from Ellis to beyond Wichita in the early evening of July 14 with wind reaching 100 miles or more velocity is now estimated at least \$2 million. It was a straight wind lasting for 30 minutes or longer in many points and accompanied or followed at some places by hail. Farm properties, oil lease rigs and structures, city dwellings and mercantile, school and church properties suffered equally from the wind while uncut wheat, delayed by continued rains the past three weeks, and corn were flattened.

Hail insurance loss on growing crops may be as much as \$500,000. The track of the storm was across an area which previously had been good from an experience standpoint and much wheat was still standing, the harvesting having been delayed for several weeks. It is believed that only 25% of grain in that area had been harvested before the storm.

The loss will put Kansas definitely in the red for the crop hail insurers.

Although it is too early to make accurate estimates, the adjusting organizations believe there will be more than 10,000 losses at Wichita, 5,000 at Hutchinson and 5,000 in other localities. It is believed the average loss will be at least \$100.

### Many Windows Shattered

In downtown Wichita thousands of windows were shattered by the hail and a heavy downpour of rain driven by the 100 mile wind caused losses estimated at \$10,000 to \$25,000 to stocks and furnishings in a score or more of the larger wholesale houses, retail stores and the Allis and Lassen Hotels. A 100 foot Neon sign on the roof of the Allis crumbled under the wind as did a radio tower in the business district of Hutchinson. A radio tower at Wichita was struck by lightning. Offices in upper floors of all major office buildings at Wichita were flooded as the hail demolished windows on the north and west sides. Heavy water losses were suffered by the Chamber of Commerce and Wichita "Eagle" newspaper office. Wichita had suffered a rather severe wind loss June 21 and adjustment offices were not cleaned up from that storm.

It is reported that \$100,000 worth of north side windows were broken by wind and hail in Wichita.

Hutchinson was badly battered in the storm though the hail was not as severe there as at Wichita. Many plate glass windows went out and the heavy rain caused loss to many stores. In South Hutchinson several mercantile buildings were demolished and practically no property escaped damage. One frame country elevator suffered about 50% damage as did a similar elevator at Whiteside station about five miles southwest where several cars on a Santa Fe work train were blown off the track.

At the Hutchinson naval air station several large frame hangars were damaged and service buildings unroofed.

Two hundred or more airplanes were

## I. U. B. May Switch to Rating Body; N. Y. Hearing Is Off

Withdrawal by Interstate Underwriters Board of its constitution from filing with the New York insurance department a few days before a hearing called by Deputy Superintendent Martineau, indicates that the companies operating the I. U. B. have in mind a course somewhat different from that of an advisory organization, which they have been pursuing with little success for some time. Mr. Martineau cancelled the hearing.

Just what form I. U. B. will take cannot be learned, but it was ascertained that the reason for withdrawal of the New York filing was to avoid a hearing on the advisory organization idea since another sort of setup is being contemplated. This may be as a rating organization, which has had opposition within the industry but which commissioners have regarded with favor.

In the meantime, stock companies believe they can keep the business on the books by binder, possibly for another 60 days, if that is necessary. Those in charge of general cover departments for the companies, agents and brokers, and buyers for large insured are not particularly restive, although they believe something should be done soon.

There is talk that there may be a shift of business to mutuals and Lloyds unless the stock companies soon come up with an organization satisfactory to commissioners, and rates and rating plans can be filed with and approved by the states. Several states permit a binder for 30 days only, which means that as of Aug. 1 in those states, the business will have to be changed over to a single location rate. As to a shift in business, this can hardly occur since the mutuals

have not filed rates and plans for handling the business and technically they are in the same boat as the stock company members of I. U. B. So are the "independents." Both stock company non-members of I. U. B. and mutuals have operated off I. U. B. rates and plans in the past.

### Technical Violation in Ohio

The Ohio department has notified fire companies that they are in violation of the rating law if they use rates other than those promulgated by the licensed rating bureau, on multiple-location risks in that state. The notice points out that policies written subsequent to Jan. 1, 1948, have been in technical violation of the law, but because of the difficulties of making adjustments to the new rating legislation, the department has taken no action. Sufficient time now has elapsed, however, and any violation subsequent to July 15 will be dealt with under the penalty section of the rating law, the notice states.

This appears to mean that companies would have to transfer risks there to single location risks. Such rates might, of course, be held by insurance departments to be excessive for interstate risks.

In New York at least, neither North America or Pearl, each of which has filed with the insurance department individual rating plans for interstate business, has received an approval. America Fore has told the department it intends to make a filing when its withdrawal from I. U. B. becomes effective, which is expected to be in about two months.

Western Adjustment will have about 50 extra adjusters in the area and Underwriters Adjusting about 20.

Gordon, Ingebritsen of the Chicago office of Western will be in charge of a special storm office being set up in the K. F. H. building at Wichita, and Jerry Stafford, Kansas storm supervisor for Western from Topeka, will be in charge of a special office at Hutchinson to handle claims from Nickerson, Sterling, Lyons and Hutchinson. Adjusters who were shifted to Parsons to handle the succession of wind losses there on June 21-25 have about wound up 1,800 losses and will join the various centers being set up through the new storm region.

Underwriters Adjusting activities are in charge of C. C. Crow, Wichita manager, and A. H. Loesch, general adjuster at Lincoln, Neb.

Detail work in handling the Wichita losses will be unusually heavy, as it will be necessary to check the new claims against the losses of the June 21 storm and all are being checked to avoid duplication.

Many claims for wind driven rain have been filed but liability is being denied where there is no evidence of wind or hail damage to the windows.

It is felt that this storm will greatly exceed the April, 1944, Wichita storm when some 25,000 losses were handled, as many larger losses resulted in the current storm from both hail and wind and it is believed that there will be more claims.

Mutual companies were hit badly too, especially in the farm areas and adjusters are being recruited and shifted into the areas.

The adjusting companies have pretty well disposed of their work in connection with the March 19 and March 26 storms throughout the middle west but they have not yet cleaned up the situation at Anderson, Ind. That city on

## Corson and Carter Share Top Honors in Mid-West Group

**Separate Territorial  
Conference Activity  
and Company Parley**

At a gathering of agency association leaders from middle western states at Chicago on the day following a conference of that group with western department fire insurance managers, Herbert

H. Corson of Nashville was elected chairman of the midwest territorial conference which will hold a meeting next spring. Such meetings of the various territorial groups are to take the place, commencing next year, of the midyear convention of National Assn. of Insurance Agents.



H. H. Corson

Mr. Corson was elected when George W. Carter of Detroit asked to be relieved of the dual responsibility of supervising that meeting and also of taking charge of the annual conference with company officials at Chicago.

The agents' group thereupon voted to separate the two activities and to have Mr. Carter continue in charge of the conferences with company executives which were originated at his instance and over which he has presided throughout the years.

### Discuss Meeting Place

The group suggested that the territorial conference be a self-supporting business meeting and that Mr. Corson be rendered all possible assistance when he needs it. It was suggested that French Lick, St. Louis, Louisville and Kansas City be considered in that order of preference as suggestions from the group, for the place of the first meeting. It was recommended that the conference be held between March 21 and April 2, inasmuch as the National Board of State Directors will meet at San Francisco April 7-9.

An invitation was extended to Arkansas to attend the meetings of the midwest agents.

Walter Sheldon of W. A. Alexander & Co., Chicago, member of the N.A.I.A. executive committee, discussed some of the questions in which N.A.I.A. is currently interested. W. O. Hildebrand, secretary of Michigan Assn. of Insurance Agents, acted as secretary of the meeting which closed with a rising vote of appreciation to Mr. Carter for so successfully conducting the meeting with the company men.

S. M. Buck, vice-president and western manager of Great American is enjoying his annual fishing expedition, his headquarters being near Kenora on Lake-of-the-Woods, Ontario, Can.

June 12, was hit by the sixth storm of the season and there were more than 7,000 losses. The fifth storm was just a few days before, June 7. The Anderson losses average well over \$100 and the total is expected to reach nearly \$1 million.

## Death Takes Crawford, Famed Insurance News Man, at 82

William Sterling Crawford, insurance editor emeritus of the New York "Journal of Commerce," and perhaps the most renowned fire and casualty news writer and observer and news handler of all time, died at Roosevelt hospital at New York, Saturday, at the age of 82. His health had been failing for several months but almost until the last he kept his hand in by writing observations on the current insurance scene in the light of his observations of insurance happenings over better than half a century. Much of what he had been writing lately was particularly illuminating because he had the faculty of tracing the historicity of current events



W. S. Crawford

and relating present day questions to those that had gone before and that were beyond the memory of most of the insurance leaders of the day. His memory was remarkable and at his advanced age he continued to write with the same clarity that had characterized his work in his younger days.

Mr. Crawford had been appointed insurance editor emeritus of the "Journal of Commerce" last May 6. He had just prior to that completed 29 years as the insurance editor, having started in 1919.

### Author of Two Books

On two different occasions his articles were put together in book form, the first, "The Background of Fire Insurance," which was gotten out in 1932. The second, "By-lines by Crawford," was published last year.

Mr. Crawford was born in 1866 at Cleveland and was graduated from Ohio State University in 1888. His father was a horticulturist and he worked with his father for a time but he entered

newspaper work in 1889 with Marcus Daly's "Anaconda Standard" as correspondent and circulation man at Missoula, Mont. For a brief period he was city editor of the "Evening Mail" of Boise, Idaho, and then became legislative reporter for the "Morning Statesman" of Boise. In 1892 he married Miss Josephine Stewart, daughter of an Episcopal minister of Missoula and they marked their 50th wedding anniversary in 1942. Mrs. Crawford died in 1943.

In 1893 Mr. Crawford returned to Cleveland to join his father and for four years aided in raising strawberries and gladioli. Thereupon he returned to the newspaper business with the old "Ohio Underwriter," which subsequently became "The National Underwriter." He at first looked after the publication of the state insurance directories. From about 1899-1902, he was a life insurance salesman and also engaged briefly again in horticultural work but he finally devoted his entire time to the "Ohio Underwriter."

### Moved to Chicago

When the "Ohio Underwriter" was moved to Chicago and became the "Western Underwriter" Mr. Crawford became associated with C. M. Cartwright, the managing editor. At first

he covered life insurance news and then from 1903 to 1917 he devoted his attention primarily to casualty and surety matters. He envisioned the future that was ahead in this branch of the business and steeped himself in it.

In 1917 Mr. Crawford became Chicago correspondent of the "Insurance Field" along with the late Thomas R. Weddell and they also published the old "Insurance Post." In 1919 he made his move to the New York "Journal of Commerce."

Mr. Crawford was a member of the Society of Silurians, an organization of newspaper men with 25 years or more experience in New York. He was recently made a life member of the Blue Goose.

There are two daughters, Mrs. Margaret Crawford Sprowls of Akron, O., and Jean Crawford of New York, and a son, Gordon Stewart Crawford, who is a master at Kingswood school at Hartford.

The family requested that instead of flowers, donations be made to the New York Cancer Fund.

## PERSONAL SKETCH

By C. M. CARTWRIGHT

The death of William S. Crawford, insurance editor emeritus of the New York "Journal of Commerce" and editor of the insurance news department for many years, brings to mind the fact that he was probably by personal and business reputation the best known man in the country in insurance publishing.

In recent years, Mr. Crawford wrote considerable of what we newspaper men call by-line material. That is, he would sign his name to the articles he wrote. The publisher of the "Journal of Commerce" issued in booklet form most of Crawford's recent by-line material and it proved a best seller so far as insurance was concerned. Mr. Crawford had

Mr. Cartwright, who is approaching 79 and who is now completely lacking in vision, was impelled to dictate these observations about his old associate and friend, Mr. Crawford, when he learned of his death. Mr. Cartwright was proud of the eminence that Mr. Crawford attained and of the fact that his insurance journalism roots were with THE NATIONAL UNDERWRITER. Mr. Cartwright recalls with affection many of Mr. Crawford's distinguishing characteristics and in searching the past for these observations he brought up memories that caused him alternately to praise and to chuckle.

the confidence of the insurance people. They knew that he could be trusted and, therefore, they did not hesitate to write or talk to him in strict confidence. Even up to a few weeks ago he gathered some by-line material and sent it to his office.

Crawford in his early days was located (CONTINUED ON PAGE 19)



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## THE ADOBE PALACE

*"Here Conqueror and Conquered  
Live Again"*

SPANISH grandees... Franciscan friars... Indian warriors... frontiersmen... soldiers of many nations have passed in history's long pageant through the portals of the Palace of the Governors in La Villa Real de la Santa Fe. The massive adobe walls have witnessed scenes of bloodshed and terror no less than ceremonies of regal pomp and splendor.

The palace was built in 1610, the year Santa Fe was founded, and served as the governor's residence and headquarters. In the early days of Spanish rule Indians were tried there on charges of witchcraft and rebellion. Here four Indians found guilty of murdering missionaries were hanged and their alleged accomplices were whipped and sold into slavery. In 1680, provoked by these and similar acts, an Indian uprising forced one thousand of the townspeople to

seek refuge in the palace where they withstood several days' siege. Then the Indians cut off the water supply, the livestock in the patio began to die and the Spaniards' suffering became almost unbearable. Though the governor was able to rout the Indians temporarily by a surprise attack, he was compelled to abandon the province and for twelve years the Indians held sway until New Mexico was reconquered by General Diego de Vargas.

During the Spanish rule, rebellious Indians and others were imprisoned in the palace dungeon, including a number of

Americans charged with entering the province for unlawful purposes. Among the latter were David Meriwether, later territorial governor of New Mexico, and Major Zebulon M. Pike.

After being occupied for more than two centuries by the Spanish and Mexicans, in 1846 the palace again changed owners when General Stephen Watts Kearny conquered New Mexico



*The Ecclesiastical Room, showing many early church furnishings*



*Lewis Wallace*

without firing a shot. During the American territorial period which followed, one of the most noted governors was General Lewis Wallace who wrote part of Ben Hur while a resident of the palace.

Now occupied by the School of American Research, Museum of New Mexico and Historical Society of New Mexico, this oldest government building in the United States continues to stand as a monument to the colorful history of the Southwest and a shrine of the several cultures, races and flags which have known it.

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*The Rito de los Frijoles Room*

## New Rule Book for Entire State of Md.

BALTIMORE—The Maryland department has approved a new rule book governing the writing of fire insurance, time element and extended coverage filed by Maryland Fire Underwriters Rating Bureau.

Heretofore the writing of fire insurance has been governed by two separate rule books, one for the city of Baltimore and suburbs and the other for remainder of the state. Now for the first time they will be governed by a single rule book and rating system applicable to the entire state.

The new rule book is a consolidation of the rules and regulations of the previous two manuals with revisions, amendments and additions incorporated. It is divided into four sections, covering (1) the direct fire regulations, (2) the time element coverages, (3) the extended coverage endorsements, and (4) the manual rates applicable.

While the new rule book is now being distributed it does not become effective until Oct. 10, in order to give ample opportunity to all who are interested to familiarize themselves with its provisions and to allow sufficient time for the preparation of new forms.

sions and to allow sufficient time for the preparation of new forms.

## Market for Replacement Cost Has Wide Range

There is considerable difference in the attitude on the part of underwriters in the west toward replacement cost insurance. Some companies will simply write none of it, regardless of who the assured or agent may be. These managers are convinced that this is not a proper subject for insurance and they feel that it introduces the moral hazard element to such an extent that they do not care to try to pick and choose what might constitute acceptable risks.

Then there are those who have no liking for the business but who don't have an ironclad rule against it and will offer the accommodation when their resistance is weak, and for such risks as schools, lodges, etc., where there is no individual interest that would profit from a loss.

There is a minority of companies that look upon replacement cost insurance as desirable business. They say that they are providing replacement cost cover in connection with many partial losses anyway and that they might as well get a premium for it. They inspect

every risk that they write but once satisfied as to the character of the insured and the quality of the property, they will write it freely, even on mercantiles. Some companies that take this view of the matter were even writing such cover on dwellings in Ohio until this practice was stopped by the Ohio insurance department.

## San Francisco Pond Selects Martin as 1949 Nominee

San Francisco Blue Goose has selected John Henry Martin, secretary-manager of Standard Forms Bureau of California, who is a P.M.L.G. of the San Francisco pond, as its candidate for nomination as grand keeper of the golden goose egg at the grand nest meeting at Seattle in 1949.

This move clarifies the situation on the San Francisco nominee. Previously the pond had been unable to decide between two candidates.

## Claims Still Arriving from the March 19 Storm

In one of the prominent western departments, the manager has offered to buy his lieutenants a noon-day drink the first day that a new loss report is not received incident to the March 19 windstorm that swept principally through Illinois, Indiana and Ohio. So far this manager has been able to keep his money in his pocket, as at least one such loss has continued to come in even four months after the occurrence. The assumption is that assured, even at this late date, that have occasion to get out on their roofs find some shingles missing or damaged and having heard of neighbors that have successfully put in for windstorm claims, proceed to do likewise.

## Larson Rejects Wind Rate Increase Filing in Fla.

Commissioner Larson of Florida announced that he has rejected a filing for increased windstorm rates on south Florida territory. He said the insurers had not furnished convincing supporting data. The increases that were requested range from 30% to several hundred percent. The insurers contended they are losing money on windstorm coverage in the southernmost counties.

At a recent hearing the State Hotel Commission and representatives from the southern counties protested the increases.

A suggestion that the Miami Beach hotel and apartment owners band together to form an insurance company to provide windstorm cover was put forward at a joint meeting at Miami Beach of Beach Hotel Owners Assn. and Beach Apartment House Assn. Several complaints were heard that insurance companies had canceled windstorm insurance on these properties just prior to the hurricane season. Harold Leonard of Baltimore, representing London Lloyds, attended the meeting and described the requirements for insurance with Lloyds.

## Ohio District 2 To Meet

The second district of Ohio Assn. of Insurance Agents will meet Aug. 5 at Athens, O. A state trustee and officers for the district organization will be elected. S. W. Schellenger, Buckeye Union, will discuss "Storekeepers Liability Policy." A meeting of the Ohio fire safety committee will be held.

## K. C. Agency Expands

The Heart of America Insurance Agency of Kansas City is installing its own claim department. Additional space is being acquired on the ground floor of its building at 14th and Walnut. The agency has been in its present location since 1941. The office will have rubber tile floor and modern lighting. Tom J. Randel is vice-president and manager.

## Binders Now Regulated in Ky.

LOUISVILLE—Kentucky Inspection Bureau has advised agents and company representatives of the adoption of rules covering all binders or temporary contracts of insurance, effective Aug. 1, and which represent a revision of the rule book. Binders will be issued for definite periods, not to exceed 30 days. Binders must also be issued in quadruplet form, one copy to go to the company, one to the bureau, one to the insured, and the fourth will be in the agency files.

There has been considerable mix up in the matter of binders, especially on builders risks, and there has been considerable free insurance, where binders were merely canceled and no policies written, and no premium collected. Hereafter binders, unless the company refuses the coverage, will be on the same terms and conditions as the policy.

In accordance with the insurance director's orders, the bureau will supervise binders, starting Aug. 1. While similar rules have been in effect in some other states for many years, this is something new in Kentucky.

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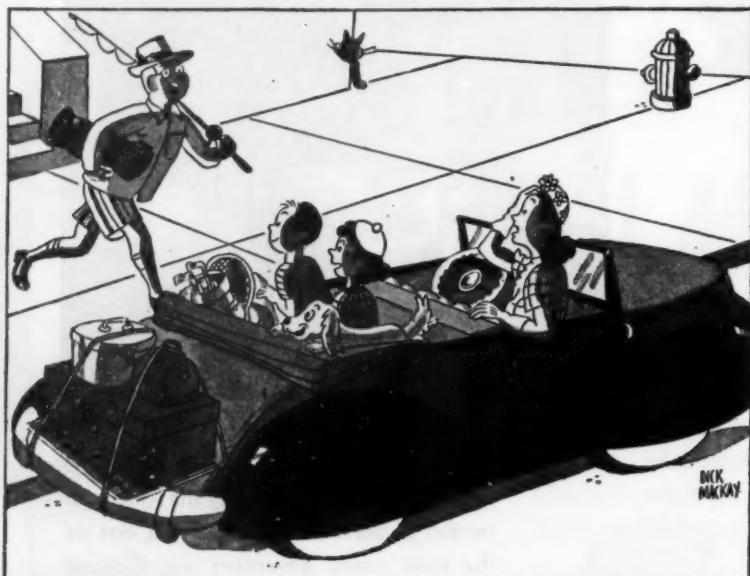
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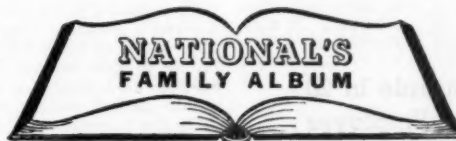
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**Kickless Karl.**



**Lucky Larry.**



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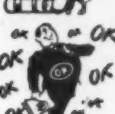
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**Quiet Quentin.**



**Reliable Rupert.**



**Sizzling Sam**



**Technical Ted**



**Useful Ulysses**



**Venerable Victor.**



**Wonderful Walter**



**X-Y-Z.**



## The National Fire Group

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Mexico  
Havana  
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XUM



## Insurance No Longer a "Last Resort" Line: Diemand

"The day has passed when a failure in any other line of business can fall back on insurance as a last resort," John A. Diemand, president of North America, told employe graduates of the North America training school at commencement exercises. The school is part of North America's program to give employes an opportunity to qualify for the C.P.C.U. examinations.

Things are changing so rapidly that the business of property and liability insurance definitely reflects the status of a recognized profession, in which "know-how" counts as much as in law or medicine, Mr. Diemand said.

Ten members of the class won special honors with Edward S. Page, Jr., assistant general manager of the Philadelphia metropolitan department, topping the list.

## Cal. Quarterly Report Call Creates Added Strain

The requirement of the California department for companies to submit quarterly statements adds considerable detail to the operations of certain departments. For instance, companies must submit figures on outstanding and incurred losses as of the end of the quarter and this puts an added strain on loss departments that are already far behind in their regular work. Some of the departments have not yet been able to get reports from their tabulating departments on loss payments through June 30 because those departments are so far behind in their schedule, particularly in the middlewest, due to the windstorm losses.

## Ind. Blue Goose Picnic

Indiana Blue Goose held its annual picnic Saturday at Riley Memorial Park, Greenfield, Ind. Attendance was cut down by threatening weather and excessive heat, but there were 50 or 60 in attendance. The picnic was sponsored by the women's auxiliary of which Mrs. T. W. Fletcher is chairman.

## Parker on Coast Tour

Raymond Parker, president of Parker-Allston Associates, New York insurer-

ance advertising agency, is visiting the Pacific Coast and contacting local representatives of companies which his agency serves. Accompanied by Mrs. Parker, he spent some time in Seattle and Portland before going on to San Francisco and Los Angeles. They will return east by way of Salt Lake City and Denver.

## H. F. Still on Board

Harold F. Still, Philadelphia manager of Phoenix of London group, has been elected a director of United Firemen's of that group, replacing Thomas J. Irvine, recently retired.

## Texas City Damage Suits to Go to Trial Nov. 1

Federal Judge Kennerly has granted a motion of attorneys for both plaintiffs and the government to consolidate all of the Texas City damage suits against the government and to begin depositions in preparation for trial of a test case which has been set for Nov. 1. The trial will be held at Galveston.

The plaintiffs, represented by Attorney Thomas L. Fletcher asked that this order be entered in conformance with an agreement of the 43 attorneys representing the plaintiffs in most of the

254 damage suits against the government. The damages that are asked total \$209 million.

## Otto Krueger Nominated

Otto Krueger was recently nominated on the Republican ticket for reelection as insurance commissioner of North Dakota and this is tantamount to election in that state.

K. K. Koentopp, special agent of Northern of New York in Minnesota, is the father of an 8 pound, 3 ounce baby boy born July 13 in Deaconess Hospital, Minneapolis.

# A heritage that became a tradition



In early-day San Francisco, the '49ers again and again refused to take "ashes" for an answer as they saw their tinder community repeatedly go up in flames. This was the heritage which found expression in the organizing of the gallant Volunteer Fire Companies, which in 1863 inspired the founding and naming of California's own insurance company, Fireman's Fund.

Events soon proved that this heritage of perseverance had become a tradition in guiding the destiny of the new Company. For it was only a few years later, in the early '70's, that this pioneer Western company won the acclaim of the nation for overcoming seemingly insurmountable obstacles to settle all its claims in the great Chicago and Boston conflagrations. And then came April 18,



"They Wouldn't Take Ashes for an Answer"—an illustrated brochure has been published and released by Fireman's Fund in commemoration of its 85th Anniversary.

SAN FRANCISCO • NEW YORK • CHICAGO • BOSTON • ATLANTA • LOS ANGELES



Fireman's Fund Corner, April 18, 1906

1906 and the most severe test any insurance company ever faced. Again, like a voice out of its colorful past, came the resounding answer to the "challenge of the ashes" as Fireman's Fund settled over eleven million dollars in claims to help rebuild its home city. Today, with the Strength, Permanence and Stability born of 85 years of successful operations, Fireman's Fund, now world-wide in scope, still carries on the heritage that became a tradition—"they wouldn't take 'ashes' for an answer."

## FIREMAN'S FUND GROUP

FIREMAN'S FUND INSURANCE COMPANY  
HOME FIRE & MARINE INSURANCE COMPANY  
WESTERN NATIONAL INSURANCE COMPANY

FIREMAN'S FUND INDEMNITY COMPANY  
WESTERN NATIONAL INDEMNITY COMPANY

## STOCKS

By H. W. Cornelius, Bacon, Whipple & Co., 135 So. La Salle St., Chicago  
July 19, 1948

	Par.	Div.	Bid.	Asked
Aetna Casualty	8.00		79	82
Aetna Fire	1.80*		43	44 1/2
Aetna Life	2.10		49	51
American Alliance	1.00*		21	22 1/2
American Auto	1.20		39	41 1/2
American Casualty	.30		11 1/4	12 1/2
American (N. J.)	.70		15 1/4	16 1/4
American Surety	2.50		63	65
Baltimore American	.30*		6 1/2	7 1/2
Boston	2.40		63	66
Camden Fire	1.00		26	27 1/2
Continental Casualty	2.00*		49 1/2	51
Fire Association	2.50		55	56 1/2
Fireman's Fund	3.00		104 1/4	106 1/2
Franklin Fire	.50		13	14
Glens Falls	1.00		20	21 1/2
Globe & Republic	1.60		44 1/2	46
Great Amer. Fire	1.20*		29 1/2	31
Hanover Fire	1.20		27 1/2	28 1/2
Hartford Fire	2.50*		110	112
Home (N. Y.)	1.30		26 1/2	27 1/2
Ins. Co. of North Am.	3.00		92	95
Maryland Casualty			14	15
Mass. Bonding	1.60		28	30
Merchants Fire, N. Y.	1.15*		27	29
National Casualty	1.25*		26	27
National Fire	2.00		43	45
National Lib.	.30*		6 1/2	7 1/2
New Amsterdam Cas.	1.00		27	28 1/2
New Hampshire	1.00*		42	44 1/2
North River	1.00*		23	24 1/2
Ohio Casualty	.30		41	43 1/2
Phoenix Conn.	2.00*		84	86
Preferred Accident			3 1/2	4 1/2
Prov. Wash.	1.40*		31 1/2	33
St. Paul F. & M.	3.00		75	80
Security, Conn.	1.40		27	28 1/2
Springfield F. & M.	1.90		42 1/2	44 1/2
Standard Accident	1.45		30	31 1/2
Travelers	18.00		548	558
U. S. F. & G.	2.00*		48 1/2	50
U. S. Fire	2.00		53	54 1/2

\*Includes extras.

## NEWS OF THE COMPANIES

### St. Paul Group Shows Good Gains in Mid-Year Report

St. Paul Fire & Marine, which is one of the few companies to make public its semi-annual results, at June 30 reports assets of \$85,837,870 which was an increase of \$5,409,116 from December 31. Premium reserve was \$27,589,577, up \$2,385,174. Capital is \$10 million and net surplus \$34,659,683, an increase of \$1,130,071.

For the six months, there was an underwriting profit of \$399,773, investment income earned was \$1,047,943, market values appreciated \$731,730. There was an increase in voluntary reserve of \$731,-

730 and this account now totals \$1,321,836.

Net premiums for the first six months were \$21,481,488, an increase of \$2,521,873.

The affiliated Mercury had assets \$13,888,895, increase \$1,339,106. Premium reserve was \$7,566,846, increase \$771,028; surplus to policyholders \$4,322,771, increase \$194,706.

Premiums written were \$4,939,428, increase \$894,990.

Assets of St. Paul-Mercury Indemnity were \$36,030,851, increase \$3,257,602; premium reserve \$11,471,008, increase \$1,054,218. Capital is \$3 million and net surplus \$8,000,362, increase \$655,558. The loss reserve was \$12,418,413.

Premiums for the six months were \$11,533,893, increase \$2,434,979. There was an underwriting profit of \$484,595.

### Stuyvesant Reinsures Non-Auto Lines with C. & R.

Stuyvesant effective July 1 reinsured its in force portfolio of fire and allied lines business with American Equitable of the Corroon & Reynolds group. Stuyvesant will discontinue the writing of these lines and will concentrate on the development of automobile physical damage coverage.

The demand for a specialty underwriter for this class of business has developed rapidly during the past several years, and it was deemed desirable by Stuyvesant, and in the best public interests, to confine its operations to this class of business exclusively.

Stuyvesant's fire premiums in 1947 totaled \$93,934 and it had just a few hundred dollars in allied lines premiums. Its motor vehicle premiums were \$4,341,136.

Virgil M. Payne, president of First

Texas Chemical Manufacturing Co. of Dallas, has been elected director of Gulf to fill the place left vacant by the death of Charles F. O'Donnell. Mr. Payne was also elected a director of the affiliated Atlantic and Select Investment Co.

### Fireman's Fund Applies to SEC for Financing OK

SAN FRANCISCO — Stockholders having approved the Fireman's Fund recapitalization program, the company is now applying to SEC for its approval to proceed with the plan to increase the number of shares to 1 million with an aggregate par value of \$7½ million.

When these requirements have been completed the company will then proceed to send out its prospectus and subscription warrants to stockholders, offering them four new shares for each five shares now held at \$30 a share. The par value will be reduced from \$10 to \$7.50 a share and the dividend rate of 65 cents per share will be set, on a quarterly basis.

The new financing is expected to increase the company's capital by \$2 million and its net surplus by about \$12 million.

### Eleven New Directors

Home announces the election of 11 additional directors, all of whom previously have been directors of the various fire companies affiliated with Home that were merged into the parent company.

The additional directors are: Newhall C. Stevenson, chairman, Pennsylvania Company of Philadelphia; John A. Stevenson, president of Penn Mutual Life; Percy C. Madeira, president Land Title & Trust Company of Philadelphia; Earl G. Harrison, trustee, vice-president and dean of the law school of University of Pennsylvania; Roger W. Babson of the Babson Institute; Henry C. Brunie, president Empire Trust Co., New York; Champion McDowell Davis, president Atlantic Coast Line Railroad; Warren S. Johnson, president Peoples Bank & Trust Co., Wilson, N. C.; Robert B. Meyer, Cord-Meyer Co.; Harbin K. Park, president First National Bank of Columbus, Ga., and Boykin C. Wright of the law firm of Shearman & Sterling & Wright, New York.

### Freeport Motor Report

The Illinois department has released the report of an examination of Freeport Motor Casualty as of Dec. 31, 1947 showing assets \$3,179,165, reserve for contingencies \$300,000, capital \$303,750 and net surplus \$815,240. The examiners state that the underwriting experience has been favorable and surplus has increased in each of the last three years. It operates in Illinois and Iowa.

In 1947 premiums earned were \$1,747,131, losses incurred \$725,194, adjustment expenses incurred \$137,056, underwriting expenses \$681,204 and the underwriting gain was \$203,675.

### Award Ill. Tech Scholarships

Scholarships in fire protection and safety engineering at Illinois Institute of Technology were awarded last week by stock fire companies through Western Actuarial Bureau to 16 high school graduates. Announcement of the winners was made by K. H. Parker, chairman of the scholarship committee of Western Actuarial Bureau.

The scholarships provide payment of tuition and other fees for the regular four-year course. Illinois Tech is the only college or university offering a degree in fire protection and safety engineering.

### Knoop Heads Steering Group

Edward C. Knoop, Jr., Home, has been named chairman of the executive committee of Fire Prevention Assn. of Ohio. William T. Cuddy, Buckeye Union is president.

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## NEWS OF FIELD MEN

### Wash. Fire Underwriters Hold Semi-Annual Meeting

SEATTLE—Talks by George W. Clarke, attorney for the National Board at Seattle, and Ed L. Smith, assistant state fire marshal, featured the semi-annual meeting of Washington Fire Underwriters Assn.

Mr. Clarke traced the developments from the S.E.U.A. decision until the June 30 expiration of the moratorium in public law 15. He expressed the view that most of the states and especially Washington had dealt successfully with the mandate contained in public law 15. Although all indications are that the states will retain supervision over the insurance industry, he pointed out that Congress may at will repeal or amend public law 15 as it sees fit.

Mr. Smith outlined the plans for extending the program of the President's Conference on Fire Prevention to Washington. He told of plans for the formulation of the Washington fire prevention committee as a unit of the national program. Gov. Wallgren has named Commissioner Sullivan as chairman of the Washington committee.

Gregg C. MacDonald of D. K. MacDonald & Co. presented E. E. Collins of London & Lancashire with the new perpetual trophy offered by his firm. Collins won the annual golf tournament which preceded the business session. Elmer Solness, Providence Washington, entertainment chairman, awarded the golf prizes. Mr. Collins also was awarded the H. C. Coffman Cup for his prowess on the golf links.

Among the honored guests were Commissioner Sullivan and his deputies, Manager J. K. Woolley of Washington Surveying & Rating Bureau; James Lockett, manager Washington Insurance Examining Bureau, and J. Edward Johnson, former field man at Seattle and Vancouver, B. C., for London Assurance.

### L. & L. Arranges for Kansas Field Supervision

Following the transfer and removal of Carroll E. Stiehl from the Kansas field as state agent to the western department headquarters as agency superintendent, London & Lancashire has temporarily extended the territory of State Agent John E. Wilkinson to include Kansas as well as Oklahoma. Mr. Wilkinson who has been with L. & L. in Oklahoma since 1941, will continue to maintain headquarters in the Mercantile building, Oklahoma City.

Walter Franklin Daniels has joined London & Lancashire as special agent, assisting Mr. Wilkinson and will travel in both states. He is an army veteran and he has been with the Oklahoma Inspection Bureau since returning from service.

### Glens Falls Names Ryther

Glens Falls has appointed Ray W. Ryther special agent for the north and south central New York field with headquarters at Syracuse.

Mr. Ryther joined Glens Falls in 1937, and prior to his induction into the air corps in 1942, was with the home office fire underwriting department.

Upon his return, Mr. Ryther was with the Poughkeepsie office, and in 1946 was appointed fire adjuster for the local home office territory.

### Mowery Named in Indiana

Winfield F. Mowery has been appointed special agent for Continental and American Eagle in Indiana. He will handle all lines except farm and hail, with headquarters at Indianapolis.

Mr. Mowery formerly was a local agent in Coshocton, O., and prior to that was the district manager of a life company.

### S. C. Fieldmen's Assn. Names Dobbins President

The South Carolina Fieldmen's Assn., meeting at Columbia, elected E. R. Dobbins, America Fore, Columbia, president, succeeding Julius J. Anderson, Firemen's; F. C. Carleton, Royal-Liverpool, vice-president, and E. Hughes

Scott, American, secretary.

On the executive committee are Mr. Anderson, C. D. Waddell, Jr., Commercial Union; H. C. Porter, Jr., Hanover; W. F. Prioleau, Aetna Fire; R. M. McCants, general agent, and E. N. McDowell, Home.

### Cleveland Puddle Outing

Members of the Cleveland puddle of Blue Goose were guests of Ohio Farmers at Leroy. The usual fine hospitality of Ohio Farmers prevailed. There

was a lunch and specially prepared dinner at the Inn.

High golf honors went to Walter Weldon, state agent for Security of Connecticut.

### J. E. Kryder in Ill. Field

J. Earl Kryder has been appointed a special agent for Crum & Forster and will have headquarters with State Agent D. K. Dame at Decatur, Ill. He replaces former State Agent R. Fromel, who is now located in the Freeport office.

An advertisement similar to this appears in SATURDAY EVENING POST, July 3 and in NEWSWEEK, July 5



The bell that became America's Liberty Bell was cast in London. Here is artist J. L. G. Ferris' conception of the smithy scene after the bell was recast in this country because of brittleness. It was hung in Philadelphia's Town Hall, now Independence Hall. J. L. G. Ferris, Copyright.

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## EDITORIAL COMMENT

### Fidelity Line Unpredictable

Disclosure of the spectacular embezzlement of \$657,000 from Columbus Trust Co. at Newark by its vice-president and general counsel emphasizes the fact that the incidence and extent of dishonesty losses cannot be successfully forecast within a narrow range and that the fidelity insurer with the handsomest looking experience record might very well have its hair stood on end if it could take an x-ray of its risks. Another lesson that this loss teaches is what an annihilating decision it can be for an assured to buy just a little fidelity insurance. Here the loss is \$657,000 and the limit of the fidelity cover is \$200,000. The difference was enough to destroy Columbus Trust as a going institution. It had to be taken over, although there is sufficient capital to protect the customers. The backward look of the management of Columbus Trust must be agonizing, measuring the fidelity premiums that were saved by underinsuring against the erasure of an institution and the many personal tragedies that this brings.

Capital cannot be attracted to the fidelity field if it should come about that the premiums were so finely calculated that it did not leave margins with which to save important banking institutions and other enterprises from going to the wall when the blow strikes. Company employees and possibly even management here and there might be reconciled to what the supervising authorities might look upon as an arithmetically correct rate but sooner or later they would find there would be no one to finance them in their occupation.

What American banking and business need is an ample reservoir of resources to come to their aid when an institution is rocked by a dishonesty loss. Such a reservoir has been maintained by the insurance companies from the rates that have eventuated in competitive play.

There has been a constructive reduction in the rates throughout the years. The system has worked. The money has been there when it was needed. Capital has looked on the field as a fair and attractive one. The risks have been carefully assayed and the cover provided at a

cost that is competitively balanced. The field has not been plagued by hit and run operators that have infested other lines of insurance. It is the underpriced lines that have caused the greatest woes in this direction. Where real underwriters fear to tread is where the companies spring up that are organized to fail. On the other hand, if fidelity insurance were overpriced, long before this there would have been spectacular inroads made on the established insurers by casualty companies that had not been in the fidelity-surety line, comparable to the mushrooming of independent auto insurers in the early 1930's when the bureau rate level proved to be far higher than was needed.

The independents are overlooking no bets. If there were an opening for them in fidelity they would be there. It is true some of them have entered the field and have made gradual progress, but they haven't found a soft spot. They have learned that skills are required in the underwriting and servicing of the business that differ from and often exceed the requirements in other insurance lines, and that there is no substitute for experience. They are conscious of the hidden liabilities that may turn up some day as 8 column newspaper headlines and a call for a half million dollars or so. The range is great. It isn't a matter of making a 5% profit or taking a 5% loss on a given volume of automobile premiums and with the assumption that over the years the account will come out all right. In the fidelity line it is perhaps a question of whether there is a very satisfactory margin on the credit side or whether the loss will be in digit sized multiples of the premium and will require a decade to make up.

There is capital that is willing to make up a book on the one type of situation that would not be willing to consider the other.

The price structure of the fidelity field cannot be tampered with externally without the very real danger of causing a retreat of capital from the field and another type of insurance market stringency with which to contend.

insurance company there and then he expects to return to Sweden about Oct. 1. Arrangements for his United States assignments were made by William Wang, reinsurance intermediary of New York.

Aequitas was formed in 1944 and is jointly owned by eight Swedish insurance companies. The staff consists of young men, the average age being 26. Aequitas has reinsurance arrangements with a number of U. S. companies.

Gerard H. DeVries, state agent for Kansas for New York Underwriters, who recently celebrated 50 years in the business, has announced that he will retire Sept. 1. He plans to keep in touch with the business as a broker in the Hoyt Nelson Insurance Agency at Kansas City.

F. B. Quackenboss, manager of the engineering department of the Rollins, Burdick, Hunter Co. agency, Chicago, spoke before the mechanical conference of American Newspaper Publishers Assn. at Pittsburgh Tuesday, on "Fire Hazards in Newspaper Plants." He has had many years of fire prevention experience in connection with newspaper operations.

C. G. Thro, agency superintendent of Crum & Forster's western department at Freeport, Ill., completed 25 years of service with that organization and was presented with a gold wrist watch. The presentation was made at a luncheon at Freeport Country Club. F. M. Gund, western department manager, who made the presentation, explained that this was in commemoration of 25 years of continuous service. With the exception of a lapse of 11 months, Mr. Thro has been with the western department of Crum & Forster for 34 years.

Maurice P. Griffin, Wisconsin state agent of Connecticut Fire, is the father of a new son. The Griffins are also parents of two daughters, Maureen and Joan.

S. E. Bickard, North Dakota and South Dakota state agent for New York Underwriters, has entered St. John's Hospital at Fargo to undergo an operation and it is likely that he will have to take a rest of several months.

Arthur D. Cronin, member of the Boston general agency of Kaler, Carney, Liffier & Co., has been appointed a member of the five-man, unpaid state airport management board.

Mrs. Marie Houston Baldwin announces the marriage of her daughter, Betty Ann Baldwin, to John J. O'Brien, who is an account executive of the Rollins, Burdick, Hunter Co. agency, Chicago.

## DEATHS

Ernest W. Willis, assistant manager of Factory Association at Chicago, dropped dead last Friday just outside his office, as he was leaving with a fellow worker to be driven to his home, because he felt indisposed. His age was 45.

Mr. Willis had been receiving medical attention for a week or so prior to his death for a matter that was regarded as minor and he was planning to see a doctor the morning that he died.

Mr. Willis was a fire protection engineering graduate of Armour Institute of

Technology and his entire business experience had been with Factory Association. He started in the inspection department at Chicago and then for a number of years was located at Cleveland. He returned to Chicago about 1935 and for the past four years had been assistant manager.

Victor H. Towles, secretary of International Assn. of Electrical Inspectors and electrical field engineer of National Fire Protection Assn., died at Evanston, Ill. He graduated from Armour Institute of Technology in 1897 and served as an electrical inspector for the city of Chicago to 1912, and until 1928 as chief electrical inspector for Chicago. In 1928 he took the positions that he occupied at the time of his death.

For 15 years he had been secretary of the electrical committee of N.F.P.A.

John B. Lubbock, 76, head of the Houston local agency of Lubbock & Son, established in 1909, died at his home there.

Arnold P. Henzell, 66, local agent at Lewiston, Idaho, died following a brief illness. He was born in England and came to this country as a boy of 10. In 1910 he moved to Lewiston, where he entered the banking business and since 1934 had been president and general manager of Idaho Insurance Agency. He was formerly secretary of Idaho Assn. of Insurance Agents and at the time of his death was president of the Lewiston association. For 38 years he played a leading role in his community.

Mrs. Bayard G. Alps, who, with her husband, has been operating the Alps local agency at Galesburg, Ill., died recently.

Funeral services were held at Richmond Cemetery at Irvine, Ky., for Lt. (j.g.) Harry B. Wilson, Jr. His father is a local agent at Irvine and just recently retired as Kentucky insurance commissioner. Lt. Wilson was a TBF pilot in the navy air corps and was killed in action Oct. 28, 1943, on the Solomon Islands. He attended University of Kentucky and was 25 at the time of his death.

Bert Williams, 76, Oklahoma City insurance man for many years, died there. He was a broker with the C. L. Frates Co. since 1941. Formerly he was with Eugene Whittington Co. and the Braniff Co.

B. F. Kauffman, 74, prominent Des Moines banker and one of the first presidents of Iowa Assn. of Insurance Agents, died there following an extended illness. He retired as president of Bankers Trust Co. of Des Moines in 1946 to become chairman.

Funeral services are being held Saturday at Chicago for John Lamb, who was an adjuster for Underwriters Adjusting at Chicago and was a son-in-law of John A. Seibel, superintendent of the loss department of Millers National. Mr. Lamb was killed in action in the Battle of the Bulge and his body was returned to this country. Services were held at St. Margaret's church and the burial at Holy Sepulcher cemetery.

William Diener, 69, treasurer of American Mutual Fire of Louisville, died there after a short illness.

James Gavin, who had been connected with the loss department of Hartford Fire in the west for the past four years,

## PERSONAL SIDE OF THE BUSINESS

Harry R. Nilsson of the Swedish reinsurance company Aequitas, of Malmo, Sweden, is getting an insight into United States insurance practices. Since June 1 he has been located at the head office

of Millers National at Chicago and has had a hitch in each department. He expects to leave for New York Aug. 8 and will probably be assigned to continue his studies in the office of a rein-

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SAN FRANCISCO 4, CAL.—507 Flatiron Bldg. Tel. EXbrook 2-3054. F. W. Bland, Pacific Coast Manager. Guy C. Macdonald, Pacific Coast Editor.

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died at a Chicago hospital after a short illness. He was at one time an Ohio field man.

## F. C. White, Elder Statesman, Dies

HARTFORD—Fred C. White, who retired in 1944 as vice-president of Hartford Fire, died Wednesday morning at Hartford hospital whence he had been taken the previous day. His age was 81. He had suffered a heart attack three months ago.

Mr. White's insurance career dated



FRED C. WHITE

from 1891. He was one of the elder statesmen of fire insurance and was affectionately regarded throughout the industry.

A native of Buffalo, he started with Buffalo Board and progressed to the

position of chief inspector. In 1903 he became chief engineer for the Middle Department at Philadelphia and in 1906 went into the New York field for New York Underwriters. He advanced in rank with that company until in 1916 he was named senior partner of the firm of A. & J. H. Stoddard, which constituted the management of New York Underwriters. His connection with Hartford Fire, as vice-president, commenced in 1918.

Funeral services will be held Friday at Unitarian Church here.

**Samuel E. Slupe**, 46, special agent of Aetna Fire in northwestern Ohio, died suddenly at Buckeye Lake, O., of a heart attack. He was with Standard about six years before going with Aetna seven years ago.

**William J. Rusch**, president of the Rusch & Davis agency, Spokane, Wash., died there after an illness of some months.

**Samuel A. Romolo**, 43, vice-president of National Surety, died at Colonial Hospital in Rochester, Minn., after an illness of more than two years. He was widely known in the burglary and inland marine field, having devoted his entire business life to those lines. He had been with National Surety since 1925. He served on several committees of the National Bureau of Casualty Underwriters.

**C. B. G. Gaillard**, 73, secretary of Westchester Fire, died at new Rochelle, N. Y. He had been with the company more than 25 years and previously was with Sun, George A. Stanton & Co. and Fred S. James & Co.

## Hawkins to Mutual Bureau

D. T. Hawkins has been named assistant to the manager of the loss research division of Mutual Research Bureau, Chicago. He will supervise an intensified program of field contacts with independent adjusters who handle losses for a number of the major fire mutuals.

For 10 years he has been manager at Lima, O., for Western Adjustment and for ten years was with it at Toledo, Columbus, Kalamazoo and Louisville.

## G. N. Ross to Florida

American has transferred Special Agent Guilford N. Ross from Kentucky to northern Florida with headquarters in the Barnett National Bank, Jacksonville.

## ECA Insurance Program

WASHINGTON—It is reported that the draft regulations under consideration in the economic cooperation administration concerning marine insurance on cargoes, shipment of which under the European recovery program is financed by ECA, provide for payment in dollars, including coverage on offshore shipments.

Observers say that under this plan nearly all coverage would have to be placed in the American market, as the U. S. alone, practically, has dollars available.

President Bogardus of Atlantic Mutual is a member of a big 3 committee representing marine interests in working

with ECA on insurance problems.

Embassies of countries under the ECA program are active in connection with the ECA insurance matter. They don't want the American marine market favored too much.

## To Open Los Angeles Depot

Underwriters Salvage Co. of New York will open a branch salvage depot in Los Angeles Aug. 1, in charge of E. E. Butler, under the supervision of J. Douglas Schaub of San Francisco, state agent of the company. The new depot will have a capacity of 200 cars. Since the opening of the Pacific Coast headquarters in San Francisco April 1, three sales of salvaged automobiles and parts have been held covering 78 losses.

## Ohio Local Board Outings

The Conneaut (O.) Insurance Board held an outing July 21 at the country club there. A golf tournament will be held July 22 by the Youngstown board.

## Stott to Be Ohio Speaker

John C. Stott, Norwich, N. Y., vice-president of N.A.I.A., will be one of the speakers at the annual meeting of Ohio Assn. of Insurance Agents, Sept. 20-21 at Columbus.

## Clayton Named in Eastern Field

Royal-Liverpool group has appointed John A. Clayton special representative of the inland marine and marine departments for Washington, D. C., Maryland, West Virginia and Delaware. He will have headquarters at 1319-21 O'Sullivan building, Baltimore.

Orson L. Curtis, manager of American Surety, is a newly installed vice-president of the Rotary Club of St. Louis.

## CHICAGO

### NEW GENERATION STARTS

A new generation has entered the services of the Conkling, Price & Webb general agency of Chicago and Life Associates, Inc., in the person of Lawrence W. Zonsius, Jr., and John Mack.

Mr. Zonsius has started with C. P. & W., and Mr. Mack with Life Associates, Inc. Mr. Zonsius' father is a partner of C. P. & W. and Life Associates and Mr. Mack's uncle, W. T. Cline, is also partner in the two organizations. Both young men graduated in June from the Wharton Commerce School of University of Pennsylvania and both are war veterans. Mr. Zonsius was with the army in Germany and Mr. Mack was in the navy.

### RATHMANN "AD" HEAD

J. C. Rathmann has been appointed advertising manager of Rollins-Burdick-Hunter Co. He has been with R.B.H. more than 10 years. Also he will continue his duties as manager of the audit and survey department and as account executive. He is a graduate of William Jewell College and had graduate business study at both Northwestern University and University of Chicago.

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## Private Car B. I. Rates Up 10.2% in N. Y.; P. D. Up 4.8%

### Dineen Cites Mounting Costs—Emphasizes Young Driver Hazard

NEW YORK—A revised scale of automobile B.I. and P.D. rates was made effective in New York state Monday. On the average, the revision produces an increase of 10.2% for B.I. and 4.8% for P.D. on private passenger cars. The new A-3 classification for those assured with a driver in the household under age 25 is introduced.

With minor exceptions, a flat 5% increase is made on rates for commercial automobiles.

In approving the new rates Superintendent Dineen observed that automobile insurers are affected by rising costs. The vehicles which they insure today are more expensive than in the past and more costly to repair when damaged. Hospital and medical costs are higher this year than in 1947 and considerably higher than in 1946.

#### Recognize Mounting Cost

"Both the insurers and the insurance department are compelled to recognize these mounting costs in the rates charged in order that the financial stability of the companies and the security of the protection which they afford may be maintained. In doing so, care is taken to place the burden equitably upon the classes and territories in accordance with their separate experience. The department believes that this objective has been attained, and that the new rates are fair.

"Rate adjustments of this kind should bring home to all of us that careless driving and unduly liberal jury awards—both of which are within the control of our citizens—are directly reflected in what we pay for automobile insurance.

"It is becoming apparent that in light of present day conditions the adequacy of the so-called standard bodily injury liability limits—\$5,000 for one person and \$10,000 for two or more persons—is more and more in doubt. The insurance business will do the public a service by emphasizing the necessity of carrying higher limits. It may be necessary for the state to reconsider the statutory limits established for public vehicles and, under our financial responsibility law, for private automobiles.

#### Some Rate Reductions

In some territories, superior loss experience permits rate reductions for class A-1 cars. Reductions in B.I. rates are made in Queens (Long Island City) from \$50.50 to \$45.00; in Ossining from \$30 to \$24; in Binghamton from \$27 to \$24, as well as in some other territories. However the general pattern is upward, and in Manhattan, the Bronx and Brooklyn, B.I. rates are increased from \$56.50 to \$65; in Queens (suburban) from \$34 to \$36; and in Staten Island from \$29.50 to \$33. Sizeable increases in certain upstate territories where experience has been particularly adverse include Amsterdam from \$37.50 to \$50; Rochester from \$29.50 to \$36; and Utica from \$31 to \$43.

Statistics of the New York motor vehicle bureau show that drivers under 25 years were involved in 23.6% of all fatal accidents in the first four months of this year, when all accidents for this

## Notable Liberalization in Hospital Policies Reported

Hospital insurance policies being written today by member companies of H. & A. Underwriters Conference are generally much broader, contain fewer exclusions and limitations, provide greatly increased coverages and are much more favorable to the policyholder, according to a report of the conference hospital insurance committee. The committee, of which Irvin A. Weaver, Secured Casualty, is chairman, made an analysis of present individual hospital policy forms written by conference companies and compared it to a similar analysis made in 1945.

The comparison reveals several notable changes and improvements in the past three years in giving broader coverage and increased benefits to the policyholder with little premium increase.

Mr. Weaver reported that the number of policies written for \$3, \$4 and \$5 per day benefits has decreased substantially and those paying \$6, \$7, \$8 and \$9 per day have correspondingly increased, showing a definite trend towards more complete coverage in line with the higher daily hospital rates that are now being charged.

#### Indemnity Limits Increased

Limitation of full benefits for any one accident or illness to 21 days, 28 days and 30 days has apparently been supplanted (in approximately 50% of the policies analyzed) by limits of 45, 60, 70, 90, 100, 120, and 180 days.

The former survey showed less than one-third of the policies paying full daily benefits regardless of the actual amount charged by the hospital, while the present survey discloses a majority of the policies paying on that basis.

In the early survey 40% of the policies analyzed fixed the period for which full benefits are paid on a basis of "any one policy year" or 12 consecutive months, while now only about 9% of the policies follow this procedure. The others (91%) pay the limit specified for any one accident or illness.

The former survey showed that more than 40% of the policies definitely set up minimum requirements of from 12 to 24 hours in the hospital in order to establish a valid hospital claim, whereas that percentage in the present survey is less than 26%.

The percentage of policies carrying an incontestable clause has increased from 18% in the original survey to approximately 42%. Grace periods for payment of premiums are also becoming much more prevalent, with 51% three years ago and 70% at present.

While only approximately 32% of the policies in the original survey paid miscellaneous hospital expenses on an un-

group were 18.8% of total accidents. Comparable percentages are shown for all preceding years for which figures are available, indicating that the accidents in which youthful drivers are involved result in more severe injury than those of older operators. A five-year study in Connecticut resulted in a finding that although only 19.4% of operators were under age 25, this group had 31.5% of all fatal accidents and 26.6% of all accidents. A survey of 1946 experience in Massachusetts indicated a claim frequency of 10% for cars with drivers under 25, against 5½% for others. Segregation of such cars in New York state through the newly-established class will permit the direct compilation of loss statistics and accurate rate calculation.

The new rates apply to all policies written on or after July 19, and to all policies effective on or after Sept. 1, regardless of when written.

allocated basis, more than 57% are now in that category. Among companies still paying miscellaneous hospital expenses on an allocated basis, the new survey shows a very definite trend towards higher amounts for individual items and in many cases the removal of specific limits for certain items of such expenses.

There is a very substantial increase in surgical schedules paying higher amounts and a corresponding decrease in those paying very low amounts. For example, three years ago, only approximately 16% of the schedules submitted were paying \$100 or more for an appendectomy. Now more than 35% have this type of schedule. On the other hand, three years ago 28% of the surgical schedules paid \$50 or less for an appendectomy, whereas in the new schedule the percentage is only 13%.

#### Loosening Up Age Requirements

Companies generally are apparently loosening up their requirements considerably so far as age limits are concerned. Three years ago a great many companies would not accept children younger than 1 year. Today practically all of them will accept them at age three months and a very large percentage at one month. The ages at which older people can be written at standard rates have been raised in many instances, and a very high percentage of companies will write even older risks at an increased premium (usually 50%).

Standard provision 17 (prorating with other insurance) is apparently going out of style. In the former survey, about 53% of the policies were using it and now there are only 36%. Standard provision 20 (age limits) also is apparently passing out of the picture very rapidly. Three years ago almost 40% of the policies analyzed carried this provision. The percentage now is around 20.

"A very high percentage of companies that have altered their policies or have issued new and improved policies to replace their old ones have done so without increasing their premiums," the committee reports. "Others, of course, have found it necessary to make some premium increases, but they have been modest. The general trend of claim ratios among companies writing individual and family group hospital coverages has therefore been upwards and profit margins have narrowed considerably. Greatly increased production, however, has tended to offset this and to leave this type of business on the profit side of the ledger."

#### Mich. Agents to Hold 50th Annual Convention

The golden anniversary convention of Michigan Assn. of Insurance Agents is scheduled for Sept. 8-10 at Grand Rapids. General membership sessions will be held on the last two days, with the evening of Sept. 9 the highlight of the entire program.

General sessions are to start the morning of Sept. 9 after an executive committee meeting the previous evening with past presidents, presidents of local boards, and chairmen of committees.

The convention business program will feature round-table discussions of current problems in the agency field. There have been many recent "SOS calls" and letters on "disturbing factors in the business" requiring unified action by the organization. A "certified service" theme is to be stressed, with advocacy of a new type of license for agents and solicitors which might be known as "certified insurer."

## Preferred Accident Brings Suit Against Two Former Officers

### Ackerman and Bohen Charged with Failure to Account for \$116,931

NEW YORK—Preferred Accident has filed in U. S. district court here a complaint against two former officers, Edwin B. Ackerman, at one time president and a director, and Arthur C. Bohen, vice-president and treasurer of the company, charging that the two failed to account for a total of \$116,931.

The suit asks for an accounting, payment of any accounts found not "properly expended or disbursed for the company's account or in furtherance of its business," interests and costs.

The charge against Mr. Ackerman is that between Jan. 1, 1940, and Dec. 31, 1946, while he was president and a director, he caused to be paid to himself \$64,663 on the promise to account for it and return the balance not expended in the furtherance of company business. The company states it has asked Mr. Ackerman for the money, but that he has refused to account for it or to pay it.

In connection with Mr. Bohen, who was treasurer from Jan. 1, 1940, to Dec. 31, 1946, and also vice-president from 1944 on, the charge is that he had paid to himself \$65,268, has been asked for the money and an accounting and has refused both.

#### Charges Funds Converted

A third charge is that the two former officers conspired and deliberately planned to defraud the company, to obtain the \$116,931 from the company for personal use and benefit. The money was never expended for any purpose in connection with company business but converted to the use of the two officers, the court action charges.

The charge goes on to state that in order to conceal their wrongful acts, committed according to the conspiracy, from directors of the company and from the insurance department, the two "caused false entries to be made in the plaintiff's books of account and in some instances submitted false vouchers, whereby said directors and public authorities were led to believe that the plaintiff's monies" were used to further company business. Because of this, discovery of the alleged inaccuracies was not made until September, 1947. Putney, Twombly, Hall & Skidmore, Preferred Accident counsel, filed the action.

#### Security Transactions

In the official summary of security transactions and holdings reported to the SEC, for the period May 11-June 10, it is shown that John M. Campbell sold 1,000 shares of Corroon & Reynolds Corp. common and now has 1,000 shares and that Richard A. Corroon sold 500 shares.

B. H. Griswold, III, bought 20 shares of Fidelity & Deposit and now has 40 shares; Harry F. Ogden sold 50 shares of Fidelity and Guaranty. U. S. F. & G. bought 4,004 shares of F. & G. and now has 185,553 shares. C. J. Fitzpatrick sold 100 shares of U. S. F. & G. and has 100 left.

National Aviation Underwriters has moved its offices and personnel from Kratz Field, St. Louis county, to Clayton, Mo.

## Rating Bureau Head to Explain New Functions

A. W. Gilbert, general manager of Pacific Fire Rating Bureau, will tell Oakland Assn. of Insurance Agents how the organization functions as the rate making body for practically all companies operating in California and other Coast and far western states at a luncheon meeting July 23. He also will explain how the California law differs from those adopted in other states during the last year, and the new rate reductions announced by the bureau in June, over which there have been some reported protests from local agents—presumably because they had not been called in to discuss the proposed changes.

Les Tindell, Ted Conklin and Bob Calaway—the association's public insurance committee—will be honored for their successful operations. The Oakland association has enlarged its daily newspaper advertising campaign, founded on two or three inserts which informed the public of the new financial responsibility law. The two Oakland dailies will be used in a series, one to discuss the new law and others to emphasize fire and accident prevention and reliability of transacting business with association members.

A nominating committee has been

named to select a slate to be voted on at the annual meeting in September.

## Davis Made Resident V.-P.

A. O. Davis, manager at Atlanta of American Surety, has been appointed resident vice-president. He joined the Atlanta branch in 1910, was made assistant manager in 1922 and manager in 1930.

R. H. Littlejohn, assistant at Atlanta, becomes manager. He went with the group in 1928 at the home office, transferred to Atlanta in 1931 and became assistant manager in 1938.

## Saine Promoted at Memphis

C. Price Saine, casualty superintendent at Memphis for American Surety, has been appointed assistant manager there. He joined American Surety in 1932, was transferred to Dallas in 1945, became special agent at Louisville in 1947, and then transferred to Memphis as casualty superintendent.

## G. G. Leacher Promoted

G. G. Leacher of the legal department of American Surety, has been appointed attorney for the group. He went with American Surety in 1938 and headed several claim offices before being assigned to the home office last year.

## Educational Facilities in Minn. to Be Improved

MINNEAPOLIS—Local agents in the Twin Cities and Minnesota will have opportunities to take the best insurance courses available in the coming fall and winter if plans carry through. Richard Farrer, director educational division N.A.I.A. will come to Minneapolis Aug. 24 for a series of conferences.

One will be with faculty members of University of Minnesota who are planning to offer a short course late next winter. Minnesota Assn. of Insurance Agents is getting requests from many members out in the state who want such a course. Don Clark, Clark & Clark agency, Winona, is education chairman of the state association and will attend the conference.

Mr. Farrer also will meet with Milo J. Letterell, coordinator of distributive education of Minneapolis public schools, with a view to bringing together in one group the two or three separate classes that have been taking insurance courses. Insurance club of Minneapolis has been sponsoring one course, Minneapolis Insurance Women's Assn. another one, and the extension division of the public schools has been offering a course. It is argued better results at less cost would be obtained by combining these courses under one head.

## Thurnall's Field Defined

Franklyn Thurnall, who earlier in the year was appointed secretary of Atlas without any territorial assignment, has now been given supervision in most of the field formerly handled by C. M. Gallagher prior to his recent appointment as U. S. manager.

Mr. Thurnall has spent his entire business career with Atlas and went to its New York office from the New Jersey field where for over 20 years he had been special agent. He also traveled New York state before going to New Jersey.

Mr. Thurnall is succeeded as special agent in New Jersey by Charles R. Lewis, who for many years was senior examiner.

## New Insurance Paper

Formation of a new monthly insurance periodical to be known as the "National Insurance Producer" is jointly announced by Jack Piver, of San Francisco, and Roger Williams Budlong of Budlong & Associates, New York, as the result of a merger completed this week between the "Western Underwriter" of San Francisco and the "In-

surance Broker" of Chicago and St. Louis.

The first issue is to appear this fall. It will be designed to appeal particularly to big city producers.

Cyrus K. Drew, editor of the "Western Underwriter" until ill health interrupted his editorial career, will be "editor emeritus." Mr. Budlong, who founded the "Insurance Broker" in 1933, and whose New York firm publishes "The Insurance Buyer," will be editor, and Mr. Piver, who purchased the "Western Underwriter" recently and who is publisher of "Pacific Insurance," is to be advertising and business manager.

The editorial offices will be at 79 John street, New York.

## May Buy Hartford Building

HARTFORD — The Metropolitan District Commission reversed itself last week and voted to buy the Northeastern Ins. Co. building at Broad street and Farmington avenue here for its headquarters.

The vote, by 15 to 6, superseded a 10 to 8 decision a month ago against the purchase. The commission's option to buy the property had been extended to the date of the second vote by the company. President William J. Langley wrote the commission.

The building is now occupied by Life Insurance Agency Management Assn., the army organized reserve and by the social security agency, as well as by Northeastern. The army, however, is planning to move soon, and the commission will be able to get occupancy sooner than had been expected when the first vote was taken.

## Honolulu Agency Change

Ralph C. Scott has retired as president of Bishop Insurance Agency of Honolulu after 31 years of service. He was guest of honor at a farewell dinner. Mr. Scott went with the agency in 1917 after having had previous insurance experience in New Zealand and on the mainland. He became manager in 1928 and president in 1945. He is former president of the Hawaii Rating Bureau and of Board of Underwriters of Hawaii.

The management of the agency will be assumed by Harold A. Dobbs in the capacity of executive vice-president.

James G. Black, who has had a broad experience in newspaper reporting, advertising and radio, has joined the public relations staff of National Automobile Club at San Francisco. He will work with local agents, chambers of commerce, newspapers and magazines.



## THE EXTRA SOMETHING

### That Makes a Champion

HAWKEYE-SECURITY Agents translate this into Insurance sales. They get full cooperation from HAWKEYE-SECURITY. . . . They get speedy, efficient service from the home office, from field men who are ready to help them in any way . . . at any time. All HAWKEYE-SECURITY departments are geared to serve Agents. With the extra "something" provided by HAWKEYE-SECURITY, more and more Agents are becoming champions in Insurance sales.

**HAWKEYE CASUALTY CO.**  
**SECURITY FIRE INS. CO.**

DES MOINES 7, IOWA

## Opportunity for Qualified Home Office Underwriter

Large, progressive, multiple-line company seeks man, preferably under 40, capable of eventually becoming Chief Underwriter of Group Department.

The man we want is sales-minded, understands field problems, and has had several years experience in Home Office Underwriting of Group Life and Casualty lines. Salary open.

Tell us everything we should know about your education, background, experience, and capabilities in your first letter.

The members of our organization know of this advertisement.

ADDRESS  
Box R-9

THE NATIONAL UNDERWRITER

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## Insurance Counsel Program Complete

The program has been completed for the annual meeting Aug. 2-4 of Federation of Insurance Counsel at the Grand Hotel, Mackinac Island.

Speakers the first day and their subjects are: Leonard Sanford, deputy commissioner of Michigan, "Functions of a State Insurance Department"; L. E. Brown, counsel of Michigan F. & M., "Recent Insurance Law of Michigan"; Nathaniel H. Goldstick, assistant corporation counsel of Detroit, "The Role of the Police Officer in Insurance Cases."

G. F. Purvis, Jr., Louisiana deputy commissioner, will lead off the second day with a talk on "New Legislation in Louisiana." Dr. A. P. Haake, consultant of General Motors Corp., will speak, and Charles A. Rooney, corporation counsel of Jersey City, will discuss "The Elastic Responsibility of the Statutory Insurer."

Frederick L. Spear & Lamme, Fremont, Neb., will talk on "Modern Applications of Lord Campbell's Act" for the only talk of the third day.

## Newark Embezzlement Helps Sale of Higher Bond Limits

Bonding company managers in the New York and Newark area report a substantial number of inquiries on increasing bankers blanket bond limits as a result of the Pellechia embezzlement at the Columbus Trust Co. in Newark. At least four banks in the area increased the amounts of their bonds, with many others reported having called company offices inquiring about the cost, insurance managers indicating that their banks were considering buying higher limits.

Bonding managers believe that the great amount of national publicity given to the embezzlement will result in numerous banks and other financial institutions increasing their fidelity coverage. Agency forces are also expected to use the loss in their sales campaigns.

## Mutual Surety Fined \$50 for Rate Violation

DES MOINES—The Iowa department fined Mutual Surety of this city \$50 for violating the new casualty rating laws of Iowa.

The company was charged with making a bid through an authorized representative of \$78.75 on the \$22,500 bond of the treasurer of the independent school district at Cedar Rapids, Ia., while the company's filed rate would have developed a premium of \$168.75.

At a hearing held by the department, William Plymat, company president, admitted the violation as charged in the complaint and submitted evidence in support of the company's representation that the violation was not willful.

Evidence also was presented to show the company previously acted as surety on the same bond and received a similar premium of \$78.75 prior to effective date of the rate regulatory statutes. The department ruling was that the violation was not willful.

## OK 21% Increase in Ky.

LOUISVILLE — A 21% increase in workmen's compensation rates in Kentucky became effective July 1, to meet liberalizations in benefits by the legislature. The rates, filed by National Council on Compensation Insurance, were approved by Insurance Director Thurman.

D. W. La Rocque, vice-president of Phoenix Indemnity, is visiting the Chicago office a few days in the course of a middlewestern trip.

Joseph E. Brewster, 52, assistant director of Florida Hospital Corp., the Blue Cross organization, was killed in an automobile accident.

## Mail Order Group Perfects Setup

Directors of Assn. of Insurance Advertisers had a meeting at the Stevens hotel, Chicago, Monday and perfected the organization. Previously in Washington tentative proposed by-laws had been submitted to the Post Office Department and it is understood that the latter made certain suggestions. These were incorporated in the final by-laws which were ratified by the directors at Chicago. Also the code of ethics that had been shaped up, was officially approved. This is a group of about 15 companies operating under the mail order system, principally in the A. & H. and hospitalization field that are undertaking to conform their advertising and practices to a pattern that is acceptable to the Post Office department and the federal trade commission. Wendell Berge, former assistant U. S. Attorney General in the anti-trust division is the general counsel.

## MAKE SUBMISSIONS

WASHINGTON — Mail order insurers are understood to have submitted advertising material for consideration in

connection with their proposed fair advertising code for benefit of the Post Office Department and proposed trade practice code for the federal trade commission.

Mr. Berge is going over the advertising and advising on it.

After interviewing federal trade commissioners, Mr. Berge believes his request for a trade practice conference under auspices of FTC for mail order companies will be granted.

## Davis Named Supervisor

SEATTLE—Joseph H. Davis has been appointed state supervisor of industrial insurance. He formerly was a statistician and auditor in that division. He succeeds Simon Wampold, who resigned to run for the state supreme court.

## N. D. Gets A-3 Plan

The new A-3 rate classification for non-business use cars for which there is a driver under 25 years of age, has been made effective in North Dakota. The rates in general in that state have not been changed.

National Indemnity of Omaha has been licensed for automobile business only in California. John D. Lynch of Kurt Hitke & Co., Los Angeles, is agent for service.

## Insurance Man Gets 15 Votes for the Presidency

James A. Roe, whose name was presented to the Democratic convention at Philadelphia and who received 15 of New York's 98 votes for nomination for President before he withdrew as a candidate, is manager of the New York up-town office of Indemnity of North America.

Mr. Roe is Democratic leader of Queens County, N. Y. He had been a strong supporter of General Eisenhower for the nomination until the latter finally withdrew from the race. In addressing the convention, Mr. Roe said he wanted to step aside so that the New York delegation could cast a solid vote for Mr. Truman.

Mr. Roe started with Indemnity of North America as a rating clerk at New York. Subsequently, he was supervisor of rating, chief inspector and underwriter. When the 42nd street office was established in 1930, Mr. Roe became manager.

Mr. Roe had a distinguished record in both wars and served a term in Congress.

Although we are licensed in only 19 of the 48 states, still we are one of the 25 largest producers of fidelity and surety bonds in the nation.

There must be a reason. It will pay you to investigate.

# WESTERN SURETY COMPANY

ONE OF AMERICA'S OLDEST BONDING COMPANIES

175 W. Jackson Blvd.  
Chicago 4, Illinois

21 W. 10th Street  
Kansas City 6, Mo.

Sioux Falls  
South Dakota

## CHANGES IN CASUALTY FIELD

### Ure Casualty Manager for Chubb & Son on Coast

Arnold G. Ure has been appointed manager of the casualty department of the newly established Pacific coast department of Chubb & Son. He has been with Hartford Accident about 25 years, and for the last 15 years has been San Francisco metropolitan liability superintendent. He has been an instructor in Golden Gate College.

### Courtright Claims Head

Harry M. Courtright, Jr., has been appointed claims superintendent of Indemnity of North America at Portland, Ore. He replaces Fred J. Hislop who is being transferred to open a new claims office at Seattle.

### Transfer Keyes to Seattle

Harry S. Keyes, casualty superintendent in the San Francisco office of Maryland Casualty, has been transferred to Seattle because of increased volume. He has been with Maryland for 15 years, consulting attorney at Denver, and

### Neumann Heads Glens Falls Mid-West Casualty Dept.

Arthur W. Neumann has been appointed manager of the casualty department in the Chicago office of Glens Falls Indemnity. He succeeds D. H. Moore, resigned. Mr. Neumann will have charge of casualty underwriting in the central department, which embraces seven states in the mid-west area.

### J. W. Griffin Makes Change

Joseph W. Griffin, claims attorney and claims manager for American Casualty and American Aviation & General at Chicago, has joined Hanson & Doyle, attorneys and counselors, in the general practice of law at Chicago.

Prior to joining American Casualty Mr. Griffin had served with Century Indemnity as adjuster and attorney at Chicago, trial attorney and Wisconsin claims manager at Milwaukee, attorney and supervisor of branch claims offices in the home office, field manager and

claims attorney and assistant claims manager at Chicago. He was graduated from Notre Dame and received his law degree from De Paul University. He has been admitted to the Illinois and Wisconsin bars.

### New Hartford Claim Office

Hartford Accident has opened a new claim office in Norwich, Conn., in the Gas & Electric building. Frank R. Aikin, Jr., is in charge. He attended Trinity College and Northwestern University and is a member of the Massachusetts bar. He has been with Hartford Accident since 1933 in the home office and in the field.

### E. J. Wills, Jr., to New Post

E. J. Wills, Jr., has joined Pan-American Casualty of Houston as claims manager. Previously he was a partner in the T. G. Andrews Claim Service of Houston. He attended William Jewell college from 1934 to 1938 and got his law degree from Washburn university. He was with the FBI for a year and then went into the army air force as a pilot. He was admitted to practice law in Texas in May of this year.

### Kayhart Newark Manager

Grover Kayhart, Jr., has been appointed Newark manager by Preferred Accident. He has been in insurance for 14 years, for the last year with the New York office of General Casualty as a special agent. He also at one time was with Manufacturers Casualty at Newark.

## ACCIDENT

### Hear Traffic Safety Talk Adopt Memorial for Gordon;

LOS ANGELES—A memorial resolution for Harold R. Gordon, managing director of H. & A. Underwriters Conference, was adopted by A. & H. Underwriters Assn. of Los Angeles.

James Bishop, president Greater Los Angeles Safety Council, talked on "Operation Safety." Mr. Bishop paid tribute to the Los Angeles police department for having done an outstanding job in respect to safety.

He stressed the need for safety education and said traffic accidents decrease in ratio to the increased education of the public in safety matters.

It was announced that the 1948 convention of the state association will be held at San Francisco Oct. 22-23.

### Va. Rate Boost Held Up

RICHMOND—The state corporation commission of Virginia held under advisement this week a petition of Virginia Hospital Service Assn. for rate increases after warning the association sharply that it will tolerate no deviation from published rates. Blake T. Newton, Jr.,

counsel for the commission, inquired about the association's proposal to write hospitalization contracts for the Riverside and Dan River cotton mills of Danville. Mr. Newton said that he was informed that it had offered a flat rate of \$1.90 per month for each of the mills' 12,000 employees. Haskins Coleman, Jr., executive director of the association, denied that any such offer had been made. The association is seeking rate boosts of 20% to 25%.

### New Rider on Conn. Plan

HARTFORD — Members of Connecticut Blue Cross can increase their hospital room credits by \$3 a day under a new optional contract rider which brings to \$9 a day the total room charges which Blue Cross will pay for room service in member hospitals for the basic 21-day full benefit period.

At least 50% of a Blue Cross employee group must sign for the new service to make the firm eligible for extra payments. Those who do sign must pay increases in present plan installments.

The rider does not affect credits for special hospital services, which are already provided. If a majority of employees choose to adopt the rider, the remainder are free to continue their former contracts unchanged.

### Hear Reports on Convention

San Antonio Assn. of A. & H. Underwriters heard a report on the national convention at Minneapolis from President O. D. Harlan of the Texas association. He called attention to the danger of harmful legislation in the states and urged that members acquaint themselves with the views of local legislators. He spoke of plans for sales congresses to be held at Oklahoma City, Dallas, San Antonio and Houston.

The Mutual Benefit Health & Accident agency of C. H. Juergens at New York has doubled its floor space and moved from 102 Maiden Lane to 33 West 42nd street. The agency occupies the entire fifth floor there and has had it furnished and subdivided especially for use of the agency with a classroom, special adjusters' quarters and executive offices.

Guarantee Reserve Life of Hammond, Ind., has been admitted to Virginia to write life and accident and health.

## SURETY

### Soo Bids Opened

Culler Construction Co. of New Jersey and Dunbar & Sullivan were low bidders on two separate sections in connection with the construction of a hydro-electric power plant in the St. Mary's river at Sault Ste. Marie, Mich. The contract will be awarded by the U. S. engineers' office. United Con-

Cable Address "REINGENCY" Chicago

Telephone Wabash 7515

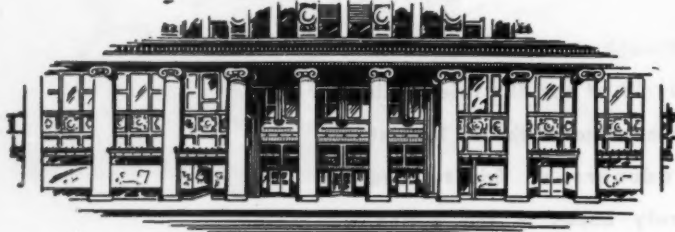
# REINSURANCE Agency Inc.

REINSURANCE  
SPECIALIZED COVERS  
EXCESS COVERS  
FIRE—CASUALTY

175 W. JACKSON BLVD.

CHICAGO 4, ILLINOIS

## A. F. SHAW & COMPANY INC. INSURANCE



INSURANCE EXCHANGE, 175 W. JACKSON BLVD.  
CHICAGO 4, ILL.  
PHONE WABASH 1068

ALL FORMS OF INSURANCE WRITTEN BY  
LICENSED INSURANCE COMPANIES  
AND  
LLOYD'S OF LONDON

Inquiries invited from Agents and Brokers, for types of Insurance of a Special Character, throughout the world, not easily obtainable from regular Licensed Insurers.

PROSPECTS FOR INSURANCE

### ERRORS & OMISSION PROTECTION FOR INSURANCE AGENTS & BROKERS

To pay claims arising as a result of errors or omission on the part of the assured or his employees in the conduct of his business, including failure to pay premiums of clients, when due, as a result of error or omission.

Information on Request — Rates Reasonable

"Shaw Service Satisfies"

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struction Co. were low bidders in April for the entire job but the contract was not let and it was divided into two sections and rebids called for. Culler Construction Co. bid was \$3,564,764 for his part of the work while Dunbar & Sullivan's bid was \$916,175.

The bid bond for Culler Construction Co., Red Bank, N. J., was furnished by Maryland Casualty and for Dunbar & Sullivan by Standard Accident.

## Ohio Moves to Collect

The Ohio liquor department is taking steps to recover from bonding companies the full penalty of the \$1,000 bond that they wrote for 113 fictitious "clubs" which were granted liquor permits early in 1947. The bond guaranteed the truthfulness of statements made by the applicants for liquor license. When the statements were discovered to be false the licenses were revoked.

Attorney General Jenkins stated that some of the bonding companies had offered to settle on a compromise basis but that he was not prepared to settle for less than the full amount.

## PERSONALS

J. P. Gibbs, casualty commissioner of Texas, suffered a slight heart attack and is taking things easy for a while.

Douglas H. Elliott, public relations manager of the eastern department of the Kemper group, has been appointed state public safety chairman by Pennsylvania Junior Chamber of Commerce. He organized and was first president of Main Line (Pa.) Junior Chamber of Commerce.

John A. Henry, counsel for Continental Casualty, is enjoying a vacation on Lake George in New York. This is his favorite vacation ground.

## DEATHS

Gerald E. Caldwell, 54, assistant manager at New York of American Credit Indemnity, died at his home at Upper Montclair, N. J. He was with the company 22 years and earlier had been with U. S. F. & G. His hobby was breeding German short-haired pointers and many of them had taken prizes in leading eastern dog shows.

William B. Harrison, 59, former assistant manager at Louisville of American Surety, died at Wequetonsing, Mich. He served as an officer in the first world war and he was Louisville's mayor for six years.

## Issue Two Traffic Folders

Two new highway safety folders have been published by U. S. F. & G. in conjunction with the New York bureau of motor vehicles and the Montana highway patrol and are being distributed to motorists in the respective states.

The design for the New York folder, "For a Safer New York," was submitted by the state's bureau of motor vehicles as part of the highway safety education program. It carries charts showing stopping distances at various speeds, highway markings, and a digest of 10 traffic laws.

The Montana folder, published with the approval of the Montana highway patrol and Governor Ford, lists the location of highway patrol stations.

## May Buy Hartford Building

HARTFORD — The Metropolitan District Commission reversed itself last week and voted to buy the Northeastern Ins. Co. building at Broad Street and Farmington avenue here for its headquarters.

The vote, by 15 to 6, superseded a 10 to 8 decision a month ago against the purchase. The commission's option to buy the property had been extended to the date of the second vote by the com-

pany, President William J. Langler wrote the commission.

## Conn. Motor Club Claims Liability Rates Excessive

HARTFORD — Connecticut Motor Club for the second time this year has protested automobile liability rates to Governor Shannon. The organization has asked the governor to take some positive action to correct the situation.

Included in the club's protest was a comparison of the cost of new class A3 premiums after losses in Connecticut cities and elsewhere. Using figures provided by Commissioner Allyn, the club informed the governor that the premium cost after payment of losses compares as follows: Bridgeport, \$26.79; New Haven, \$28.02; Hartford \$24.41; Gary, Ind., \$15.85; Wilmington, Del., \$10.94; Reading, Pa., \$6.63.

The class A3 rates in the six cities, instituted several weeks ago, are as follows: Bridgeport, \$55; New Haven, \$45; Hartford, \$47; Gary, \$36; Wilmington, \$21; Reading, \$18.

The club contends that rates in Connecticut cities could be reduced \$10 to \$15 and still be in line with Gary.

Governor Shannon has said he will confer with Commissioner Allyn on the charges liability rates are too high. There is a possibility a committee will be appointed to study the rates, now that the first reporting of 1948 experience is available.

Statistics cited for Hartford show 12,655 cars insured. The claim frequency per 100 is 4.6, and the average claim cost is \$22.59. The average insurance rate is \$47. This means, it is contended, that the premium cost after the loss has been paid by the company is \$24.41.

## Official Dates of Fire Prevention Week Oct. 3-9

WASHINGTON — Fire Prevention Week has been announced by the U. S. Chamber of Commerce as Oct. 3-9. President Truman is expected to issue a proclamation in August officially fixing the date and calling upon organizations and individuals to get behind the movement.

## Up P. D. Rates in Minn.

ST. PAUL — Commissioner Harris announces approval of an increase in automobile P.D. rates in Minnesota. The new A-3 classification is approved but request for an increase in B.I. rates was disappointed.

## Bruce Given Royal Farewell

R. E. Bruce, Jr., who retired July 1 as general manager of the southeastern department of General Adjustment Bureau after 36 years of service, was presented with a new DeSoto automobile by the employees of the department, and Mrs. Bruce received a gift of a silver tureen.

When Mr. Bruce marked his 25th anniversary with the bureau in 1937, the employees had a house constructed on his farm near Atlanta as a surprise. Judge Eblen has held valid Louisville's present.

## Burdick Heads Pacific Club

George M. Burdick, London & Lancashire, has been elected president of the Automobile Insurance Club of the Pacific. N. S. Kerr, Aetna Life group, is vice-president.

## Eugene Murtagh Promoted

Eugene Murtagh has been elected secretary-treasurer of Druggists Mutual of Algona, Ia., to succeed the late M. H. Falkenheimer. The latter who was despondent because of the condition of his health took his own life July 18. Mr. Murtagh has been with Druggists Mutual since 1930 and has been assistant secretary for the past seven years.

A. H. Borchardt of Algona was elected vice-president.

Our Prequalification Plan  
can be your  
*Bridge to Opportunity*

Photo taken July, 1948, shows Ohio State Highway Department Project No. 264—bridge over Great Miami River, Middletown, Ohio. Visitine & Co., Columbus, Ohio, contractors.

Building activity is zooming. In highway construction alone, it is estimated that 1½ billion dollars will be spent in 1948 . . . with next year's total going even higher. Commercial building is expected to jump almost 50%.

The entire building industry is reported heading towards a new peak in dollar volume . . . creating a record need for Contract Bonds, Contractors' Liability and Property Damage, Workmen's Compensation, Fidelity, Forgery, Comprehensive 3-D, and Burglary coverage.

With Ohio Casualty's prequalification plan, the alert agent increases his sales opportunities. He forestalls any delay in qualification that otherwise might occur. He qualifies his contractor clients in advance. And by this modern method he often writes his clients' bonds at a lower rate than most companies.

We cordially invite responsible agents to get in touch with us with a view to joining our ever-growing, nation-wide corps of representatives.

# THE OHIO CASUALTY INSURANCE COMPANY

HOME OFFICE • HAMILTON, OHIO

*fast, friendly coast-to-coast claim service*

# A CHALLENGE...

if you want **5 years'**  
growth in 1!

## Grow Bigger and Faster with Sterling's

Active Lead Getting Program  
Policyholders Leads

Biggest First Year Commissions  
Vested Liberal Renewals

Top Complete Line of H&A—  
including Best Lifetime Income  
Policy in the business; Hospi-  
talization; Doctor's Bills Policy;  
Fastest-Selling Life Policies—  
including Juvenile and new,  
unique Coupon Policy

All-out Cooperation unique in  
the business

## GENERAL AGENTS . . .

The Sterling opportunity is a challenge to  
your ambition because

. . . the Sterling franchise in your territory  
can mean MORE MONEY for you right  
now and offers you the greatest oppor-  
tunity to grow quickly, soundly and surely.

. . . top men are joining Sterling and are  
working with new enthusiasm for the  
greater success and prosperity that Sterling  
offers.

. . . if you have the experience, a proven  
record of success, and the ability to build  
a general agency, the Sterling proposition  
offers you the opportunity for FIVE years'  
growth in ONE year.

We'll tell you the answers—quickly. All  
replies confidential. Write today to . . .  
L. A. Breskin, President, Sterling Insurance  
Company, 737 North Michigan Avenue,  
Chicago 11, Illinois.



**STERLING** INSURANCE COMPANY  
CHICAGO

"as solid and genuine as its name"



**THE SYMBOL OF SERVICE  
FOR COMMERCE AND INDUSTRY**

HOME OFFICE  
GREENSBURG, PENNSYLVANIA

## Magrath Heads Committee to Study Dineen's Term Letter

Joseph J. Magrath, Chubb & Son, has  
been named by the New York Fire In-  
surance Rating Organization to head a  
committee of three which will study Su-  
perintendent Dineen's letter recom-  
mending the study of a plan to discon-  
tinue writing five year term business.  
J. Victor Herd, Continental and J. L.  
Erhardt, Royal, are committee members.  
Considerable research and statistical  
compilation will have to be done before  
the committee can report. It is expected  
that the group will consult with the  
New York department before complet-  
ing its study.

## Rosebrough to Life Post

INDIANAPOLIS — Jack J. Rose-  
brough, manager of Farm Bureau Mu-  
tual of Indiana, has been appointed also  
manager of Hoosier Farm Bureau Life.

He succeeds Morley Ringer as gen-  
eral manager of the life company. Mr.  
Ringer resigned to become treasurer of  
Central Life of Chicago. He had been  
manager of Farm Bureau Life since it  
was formed more than 11 years ago.

## McKenzie & Mouk Agency Feted

Members of the Monroe, La., local  
agency of McKenzie & Mouk were en-  
tertained by H. M. Holland, special  
agent of Hartford Fire, on the occasion  
of the firm's 25th anniversary as Hart-  
ford representatives.

The agency is one of the largest pro-  
ducers for Hartford in the deep south.  
Charles E. McKenzie, senior member of  
the firm, is a member of Congress, and  
Harold A. Mouk, the junior member, is  
president of the Monroe Exchange and  
member of the executive committee of  
Louisiana Assn. of Insurance Agents.

## Louisville Tax Upheld

LOUISVILLE — Special Circuit  
judge Eblen has held valid Louisville's  
controversial occupational tax of 1%,  
which became effective July 1, contend-  
ing that it "is a true license tax and not  
an income tax." Opponents of the  
levy, who brought test suits, had  
claimed it was a municipal income tax,  
and as such was prohibited by state  
law. Attorneys for the plaintiffs an-  
nounced that the case would be carried  
to the court of appeals.

In the meantime business generally,  
including insurance offices, is with-  
holding 1% of all payrolls of workers.

There has been some question in-  
volved, as to whether the tax affects  
insurance agents, in that the city taxes  
premiums 3%. There is also a question  
as to whether the tax affects premiums  
on business done outside the city, or in  
the state and county, as it is understood  
to be an occupational tax merely on  
business done within the confines of  
the city, which if true, would mean that  
the agent would have to segregate his  
city business, from that done outside the  
city. However, the agents have until  
April of next year to pay the tax on  
their net income, and in the meantime  
various perplexing questions will be an-  
swered.

## Expands Home Office Space

Employers Mutual Casualty of Des  
Moines has purchased a 3-story building  
adjoining its home office, which will ex-  
pand into the additional space. The  
newly purchased building is three stories  
and 66 by 89 feet.

## New Ky. Dept. Attorney

James C. Creal, Hodgenville, Ky.,  
has been named attorney for the Ken-  
tucky department, including the bureau  
of fire prevention and rates, by Director  
Thurman.

Earle W. Day has joined the McEachern  
local agency at St. Petersburg, Fla. He  
was successful candidate for delegate at  
large to the Democratic convention.

## Ray Retiring: Rusher New Hartford Chief at Brooklyn

John H. Ray is retiring as manager  
of the Brooklyn branch office of Hart-  
ford Fire. He has spent 56 years with  
the Hartford organization. He will be  
succeeded as manager by W. H. Rusher,  
who has been production manager for  
two years in Brooklyn and previously  
was manager of Hartford Fire at Wash-  
ington, D. C. D. F. Martin has been  
office superintendent and Charles  
Buschmann underwriting superinten-  
dent in Brooklyn for the company.

## Tentative Program Given for Minn. Agents Meeting

ST. PAUL—H. H. Corson of the  
Davis, Bradford & Corson agency,  
Nashville, will give the opening address  
at the annual meeting of Minnesota  
Assn. of Insurance Agents here Sept.  
16-17.

Others who are scheduled to speak are  
Loring Schuler, Washington, represent-  
ing National Associated Business Men,  
Inc., on tax problems of small business  
men; John H. Egloff, Travelers, home  
office, on casualty sales and service from  
the agency angle, and Maurice G.  
Herndon, Washington office N.A.I.A.

The banquet speaker will be Con-  
gressman Edward J. Devitt of St. Paul  
who before going to congress was assist-  
ant attorney general in charge of Min-  
nesota insurance matters.

An interesting feature will be a debate  
on merits of the Minnesota standard  
fire policy and revised New York policy.  
Minnesota is one of half a dozen states  
that have not adopted the New York  
contract. A local agent will uphold the  
Minnesota form and a field man will  
support the New York policy.

Chairman of arrangements is Ernest  
A. Collingham, W. A. Lang, Inc.  
George V. Fevig, Moorhead, president  
state association, and G. W. Blomgren,  
executive secretary, are ex-officio mem-  
bers of the committee.

## Hartford College Resumes Three Year Course

Hartford College of Insurance of  
University of Connecticut announces re-  
sumption in September of its three-year  
curriculum leading to the degree of B.S.  
in insurance administration. All phases  
of the insurance business are covered in  
the three years, although the student  
may specialize in either life, casualty or  
fire.

The minimum requirement for admis-  
sion is two years of acceptable work in  
an approved college with a total of at  
least 60 credits.

Information can be obtained from the  
registrar, 39 Woodland street, Hartford  
5, Conn.

## Sig Arndt Vice-president

Sig Arndt, production manager of the  
Finn, Smith & Medcraft general agency  
in San Francisco, has been appointed a  
vice-president. He is widely known  
throughout California for his leadership  
in entertainment programs for various  
insurance organizations in the San  
Francisco area. He also is the new  
M. L. G. of San Francisco Blue Gops.

## Opens New Denver Branch

Underwriters Salvage Co. of New  
York has opened a branch office at Den-  
ver under the supervision of Frank H.  
Schaller, Jr., who has had many years  
experience in salvage work. It will be  
located at 570 Gas & Electric building.

## \$200,000 Montana Loss

Fire caused by lightning produced a  
loss of about \$200,000 at Chinook, Mont.  
The Harbolt Insurance agency was one  
of the premises that was damaged.

Joel J. Weber, formerly of the Frank-  
el-Weber agency, Newark, has opened  
his own agency there.

W. S.

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## W. S. Crawford, Renowned Insurance News Man, Dies

(CONTINUED FROM PAGE 2)

near Cleveland, where his father had a gladiola farm. Crawford worked hard with his father and thus he got practical business experience.

It's interesting when we review the life of people how much luck, choice of what we do or what we say and where we go has to do with our future. Crawford finally concluded that he was not adapted to the gladiola development. He went out west to Butte, Mont., and got a job as reporter. He also did some reporting work in Idaho. It occurred to him later that he would travel faster if he worked in a different part of the country. A friend of his suggested that he go to Cincinnati. This he did in 1899. He had a letter to the editor of a beer magazine. He did not have any place for Crawford but he said that there was a young fellow that he had just met that was starting an insurance paper at the then 413 Vine street.

This man did not know the name of the insurance paper owner. Crawford, therefore, found that the man's name was E. J. Wohlge-muth. Mr. Wohlge-muth had quite a conversation with Crawford and concluded that he was the type of man that would be helpful. He put him on the payroll and started him traveling in Ohio for the Ohio insurance directory, or what we call the Ohio Hand-book, which he had acquired. He told Crawford in his travels to pick up as much news as he could. He said to him that this was the best way to get acquainted in insurance newspaper work. Crawford was most successful in this line and later Mr. Wohlge-muth called him to the office to assist him in getting out the paper but Crawford still kept up his news covering. When I joined hands with Mr. Wohlge-muth in 1899 I found Crawford on deck. I took over the main editorial work but Crawford was a valuable assistant and we worked together harmoniously.

### Shifted to Chicago

Later when Mr. Wohlge-muth decided to have THE NATIONAL UNDERWRITER published in Chicago he had Crawford shifted to that office. In due season, he employed C. W. Van Beynum of Janesville, Wis., as a news man. Mr. Van Beynum was connected with a mutual agency in that town. After he had been broken in he felt that the insurance newspaper advertisements were rather dry and abstract. He said that they did not reflect the strength and power of the business. Therefore he began writing copy for some of the advertisements

and the companies were pleased with it. I think it can be said, therefore, that Mr. Van Beynum was a pioneer in this direction. Mr. Crawford was an excellent man in writing editorials. On one occasion I recall he had written a very strong editorial on fire prevention, urging insurance men to engage in the work of acquainting the public about the necessity of preventing fires. It was about quitting time one day and in an office like ours, the office was covered with paper and pipe smoking tobacco. I carelessly lit a match and soon the paper on the floor was ablaze. We soon put it out but it showed that even we did not have the true spirit of preventing fires.

### Joins Insurance Field

Later on Crawford became Chicago editor of the "Insurance Field." The "Journal of Commerce" found it necessary to get a successor to Sumner Ballard who had gone into the reinsurance business. Someone suggested Crawford and he was given the position. This, of course, gave him mighty power and it was soon found that he was the right man in the right job. Mr. Crawford had caught the right spirit in newspaper work. That is, he believed that when a newspaper man was given an assignment he should give it his entire attention and do his best work in developing the story. At one time when he was with the "Insurance Field" at Chicago, the American Life Convention had its annual meeting at Chicago. The "Field" told Crawford to get up as good a story as he could. One of the speakers was the famous Job Hedges of New York City. Mr. Crawford's daughter, Margaret, was his secretary in Chicago. He took her to the convention and introduced her to the manager of the A.L.C. and explained to her that she should get as much as possible of what Mr. Hedges said. Mr. Crawford did not realize the task that he had imposed on his daughter. Mr. Hedges was a rapid fire speaker. He was not only very eloquent but a very humorous speaker. He was one of the favorites. Margaret Crawford became so much interested in what he was saying and intrigued by his humor that she forgot to take notes to any extent. She went to the office and her father found she had practically nothing about what Hedges said. He sent her home at once. He then went to the A.L.C. and got as much as he could about Hedges.

It might be said that while Crawford was a very kind man he also had a very spirited temper. He could get mad on some provocation and he could stay mad for quite a while. I recall at one time when I found that we were printing too much material and the paper had become too large, I said to Crawford that we would have to reduce our stories considerably. He had the habit when he got mad to wiggle his face back and forth and one could see that he was in motion. He said to me, "All right, after this any news I get I will reduce it to a single line."

### Influenced by Wohlge-muth

I am sure that Mr. Crawford was impressed with Mr. Wohlge-muth's innate honesty of purpose. That is Wohlge-muth felt that the insurance business did not owe the insurance papers a single cent. He held that the insurance papers must get in a position where they were of value to the insurance business. Hence, he started a campaign of subscribers. In a short time the old "Ohio Underwriter," as the paper was then known, had more subscribers in Ohio than all the other insurance papers combined. Mr. Wohlge-muth kept up that policy during his entire life. He wanted his publication to be conducted strictly on a business basis and he wanted no favors. Mr. Wohlge-muth held in highest esteem Young E. Allison of the old "Insurance Herald," later the "Insurance Field." In so many

different ways he regarded Mr. Allison as a wonderful man.

When Mr. Crawford was covering a convention he was busy all the time and he wanted everybody to keep working. At one time, National Assn. of Life Underwriters met at St. Paul. Crawford was sent there to cover the convention for our paper and he took as his assistant Frank W. Pennell of

our Chicago office who later went to New York to enter the life insurance business. We were getting out a special edition and H. E. Wright had to get a train to Chicago to get the news material printed at a certain time. Therefore, Crawford worked out a schedule and told Pennell that his stuff had to be in at that time. Mr. Wright was holding his watch and he told Crawford that he had to have the news story. He asked Crawford if he couldn't get it out immediately. Crawford looked at Pennell and he was not working. Crawford said, "What in the hell are

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Claims Manager—age 38—20 years experience. Canadian Manager for Group writing all classes, desires to learn of openings (not necessarily claims) in MIAMI or ORLANDO district at start of year. Forced to move owing to wife's health. Excellent references. Address R-12, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

you doing?" Pennell said, "I am thinking about the story I am writing." Crawford yelled, "You quit your thinking and write your story right away. We don't want any thinking now."

#### Avoided Life Insurance

Mr. Crawford somehow or other did not have much enthusiasm for life insurance news, but there was one life insurance man that he admired very much and that was Jules Girardin, Chicago manager of Phoenix Mutual. He liked Jules because he was a former fire insurance special agent in Texas. He said that Jules' experiences in this line had taken all the nonsense out of him regarding life insurance men being next to the clergy.

The western department of Connecticut Fire was located at Chicago and the men were very closely associated. In later years they had a social organization known as Joys & Glooms. For a

time the Connecticut Fire people were the only members. Later they took in the Chicago department of the Ohio Farmers of which Charles L. Hecox was manager. The Joys & Glooms had glorious times and went on many visits and had a lot of fun.

Just the other day I received from Alexander Smullan a note he had received from Crawford. Mr. Smullan was a member of the Joys & Glooms through the Ohio Farmers group, he being Chicago local agent. Mr. Crawford had written to him about some incident in connection with the Joys & Glooms. I think Crawford was very much honored at being chosen a member because he and Bill Hadley of the Eastern Underwriter were the only insurance newspaper men who were elected members. Later other newspaper men were chosen as members but it seemingly touched Crawford very deeply.

One feature about Crawford was his strict adherence to his military standing. That is he was very erect and always kept in step and followed the military program in every particular. He was as straight as an arrow.

Mr. Crawford was very much opposed to long winded speakers. He was a member of the Episcopal church at Oak Park where he lived. He concluded that the rector spoke too long, so he decided not to go to church any more. Then he went to an early prayer service which started at 7 o'clock. Not only in church but in every other way he was against long winded speakers.

When Mr. Wohlgenuth and I attended the annual meeting of Ohio Assn. of Insurance Agents at Columbus in 1899, we left word for Crawford to employ an office boy. He inserted an ad-

vertisement and hired a yellow haired young boy named George W. Wadsworth. We soon found that he knew more about bookkeeping than our bookkeeper and we gave him the job. Later he became secretary of the publishing company. George desired to do bigger things. He went to Chicago and bought the old time "American Insurance Digest." He is now the owner and publisher.

One of Crawford's characteristics was his remembering of dates. You would ask him about somebody and he would say, "Yes, in the fall of 1873, etc." He never forgot a date. Very often when I found myself puzzled as to what time we had this or that, rather than go over to our records, I would write to Crawford and ask him to tell me the date and he never failed.

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18 other offices providing nationwide service.

### Claim Service, Inc., Is Organized in Milwaukee

A new adjusting office, Claim Service, Inc., has been organized this month by R. L. Pendergast with headquarters in 702 Manhattan building, Milwaukee. The firm will represent companies only on all types of casualty and automobile claims.

Mr. Pendergast has had 15 years' experience in the adjusting field as company branch manager and as an independent adjuster. He was claims manager for Builders & Manufacturers Casualty of Chicago for eight years and later superintendent of claims for several mutuals in Wisconsin. During the last war he was connected with the army transportation corps.

The company has adjusting and legal personnel capable of servicing the entire state of Wisconsin.

### Pick Up Many Satellite Losses Under 10% Cover

Now that the dwelling contents policy has that 10% coverage on property away from the premises, the companies have learned whenever there is a large loss of any kind to a laundry, to a dry cleaner, or to any enterprise that is doing repair work, to expect a large number of claims under individual dwelling contents policies. For instance, there have been a large number of individual losses reported under the 10% feature at Springfield, Ill., following the Bresmer department store fire there. This store had an extensive furniture refinishing and upholstery department, and companies got many claims from householders that had furniture there that was destroyed in the fire.

### Treasury Contemplates No New SS Ruling on Agents

WASHINGTON—In view of a recent internal revenue bureau ruling concerning the status of certain musicians for purposes of federal employment and social security taxes, inquiry was made at the bureau as to whether new rulings were contemplated with reference to insurance agents and other groups of workers that have been involved in controversies over their status with relation to social security taxes and benefits.

A bureau official indicated the feeling there that its position as to agents will "probably" continue the same as it was before the Supreme Court decisions in the Bartels, Silk and Greyvan cases. Therefore, no new ruling was contemplated, it was stated. Enactment of the Gearhart resolution apparently has not changed the bureau's attitude on these matters.

### New Home for Minn. Insurer

Ground has been broken for the new home office of Retail & Lumber Inter-Insurance Exchange of Minneapolis. The new building will be on the main thoroughfare of Edina, a suburb of Minneapolis, and will contain rental space for stores and offices.

### La Salle F. & M. Mutual June 30 Figures Shown

La Salle Fire & Marine Mutual, the new company formed by interests identified with La Salle Mutual Casualty of Chicago, is in process of negotiating for reinsurance. The company is retaining only up to \$2,500 on any one risk. It was organized to write buildings and contents, and will concentrate for the time being in metropolitan Chicago and northern Illinois territory.

This company is subscribing to the rates promulgated by the Cook County Inspection Bureau.

As of June 30, according to report by President Seymour Orner, total assets were \$31,471 and surplus \$27,319. Unearned premium reserve was \$3,242. Total liabilities were \$4,152.

### Dealer Agent Has Trump Card in Competition

Numerous agents have said that assured, in purchasing new cars, have been told by the dealer that if they get their insurance from the insurance company in which the dealer is interested, that insurer will see that, in the event of total theft, the customer gets a new car within 30 or 60 days. The finance companies and their affiliated insurers say that they are not authorizing the dealers to make any such commitments and it appears that the dealer is simply offering such an oral agreement on his own hook. They probably intend to put such customers on the top of the list for new cars if there should be a theft loss. Naturally this is competition the independent local agent can't begin to meet.

### Schools Fight Over Spoils

JEFFERSON CITY — An intervening petition on behalf of the public school districts of Cole county is being filed in the Missouri supreme court by Jefferson City school district in an effort to have all of the \$2 million in fines assessed by that court against the fire companies in connection with the anti-trust quo warranto proceedings divided among the schools of Cole county. It is argued that since these fines were assessed in Cole county all the funds should go into the school funds of the county.

The original suit, in which the Jefferson City district is intervening, was filed by the New Franklin school district of Howard county in an effort to have the money turned over to the public schools of the state.

### New Aetna Safety Film

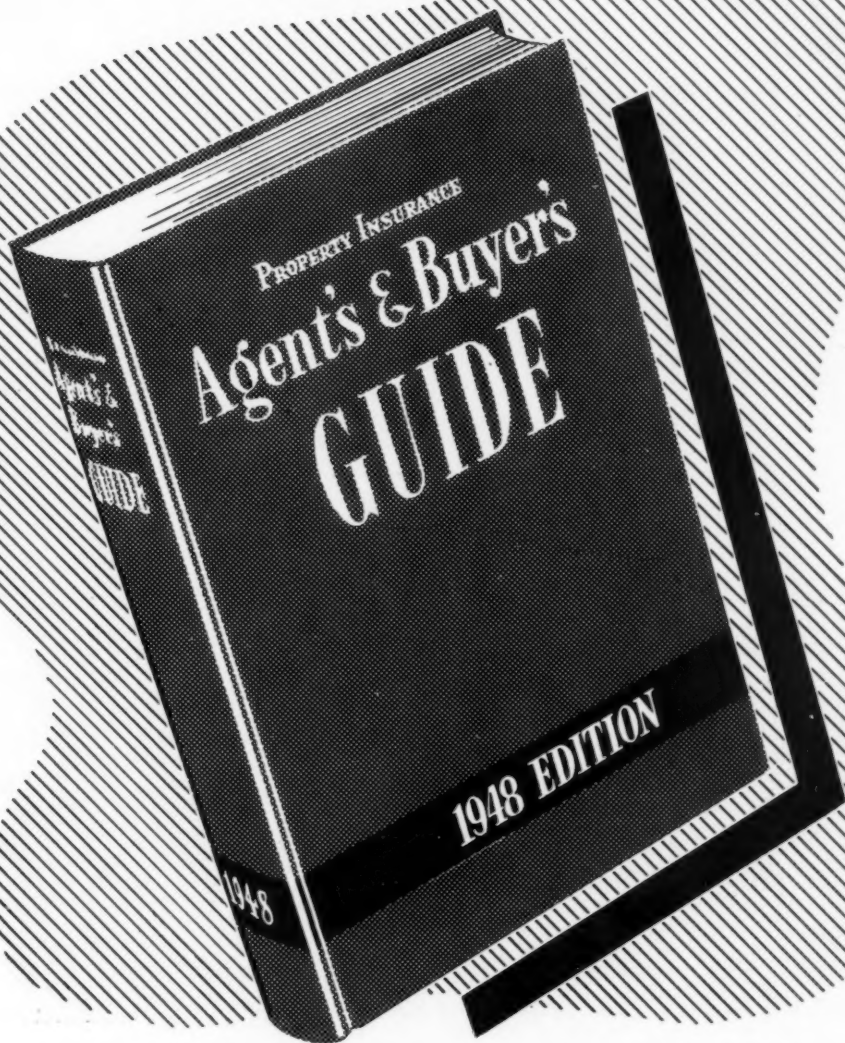
A new educational motion picture on swimming safety entitled "Lifelines" has been released by the public education department of Aetna Casualty. The film was produced by the Aetna's motion picture bureau to form a part of the company's campaign for public safety.

Filmed in full color, "Lifelines" dramatizes basic rules for safe swimming habits. It points out that carelessness costs 7,000 deaths annually at lakes, rivers and ocean beaches.



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"Today, we are still using the Aetna Plan and our business continues to show a sound, steady growth. In fact, we are more convinced now than ever that as an agency-building aid, the Aetna Plan has no equal."

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